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August 26, 1968

RAILWAY AGE

THE TRANSPORTATION WEEKLY

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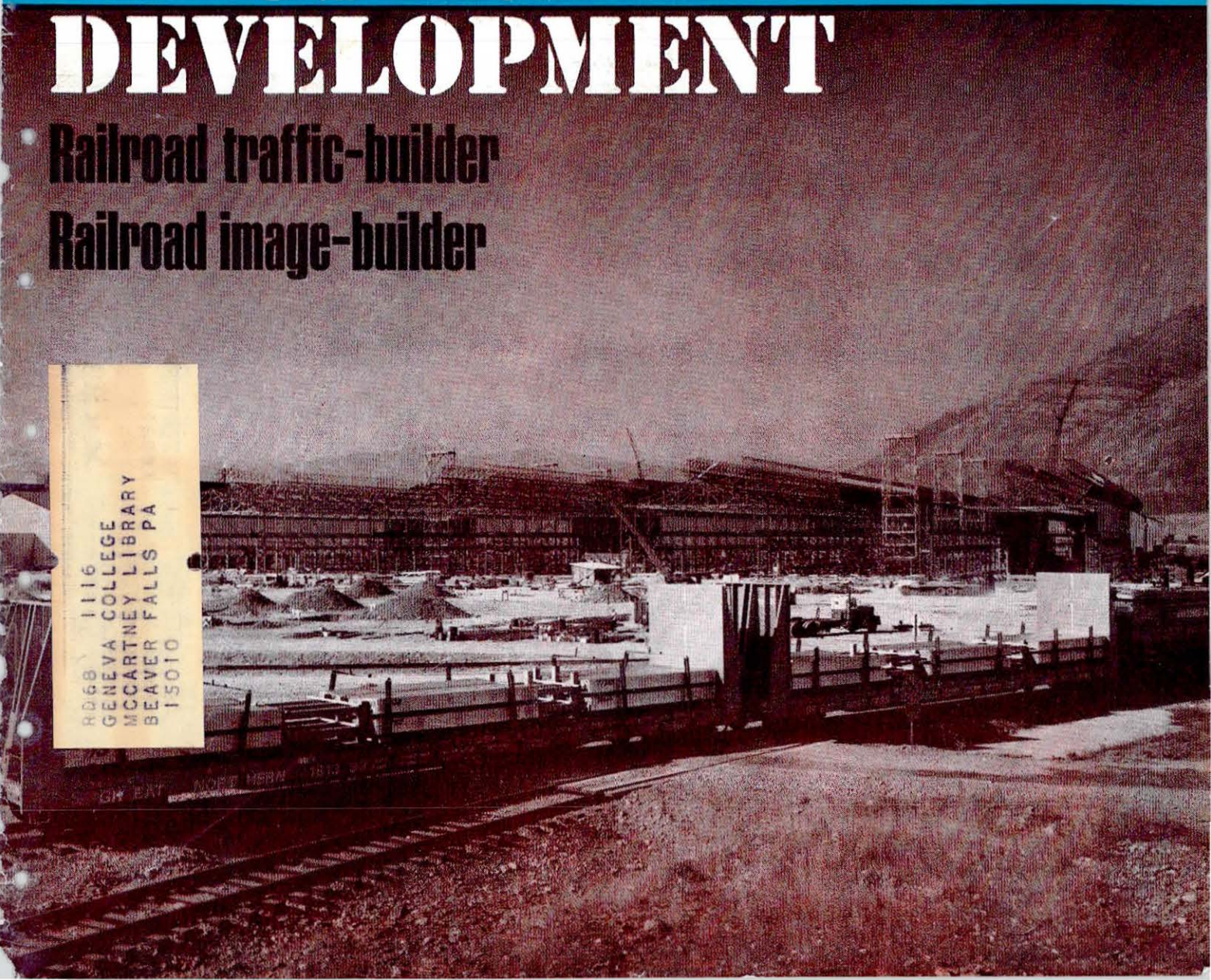

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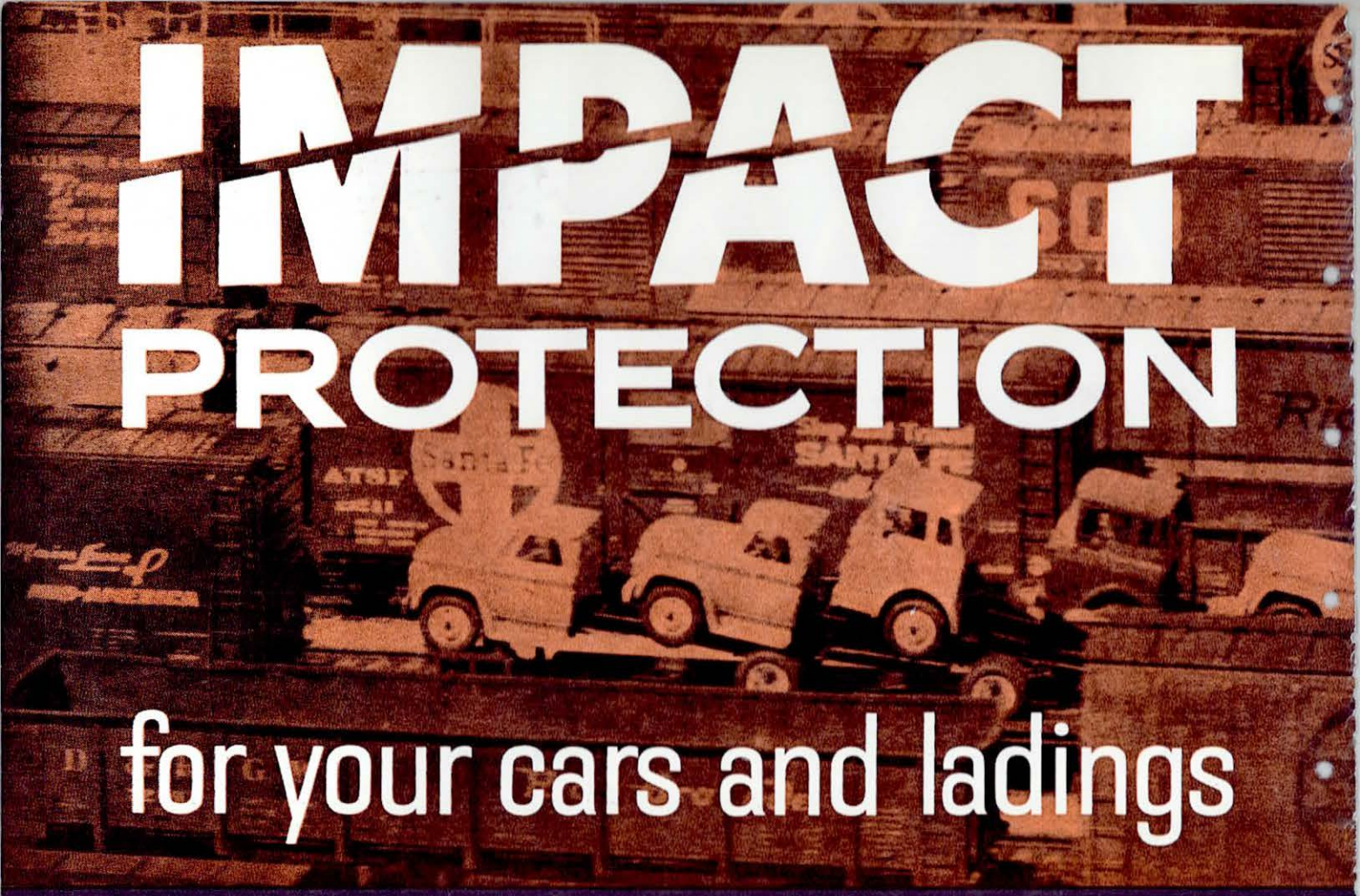

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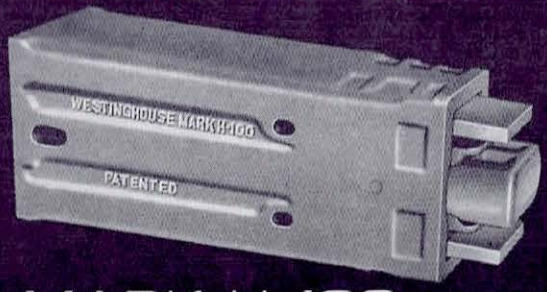

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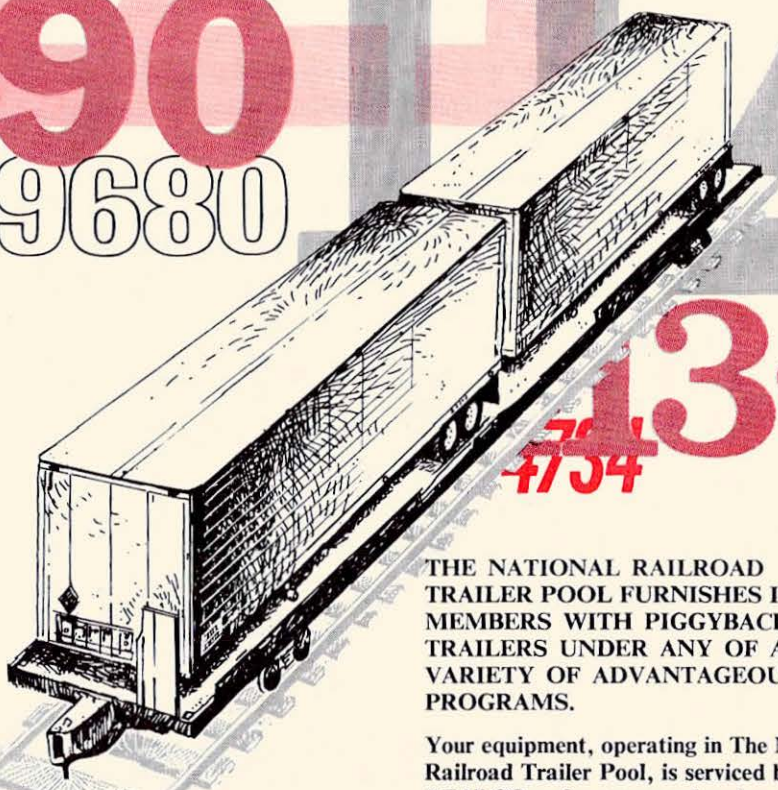

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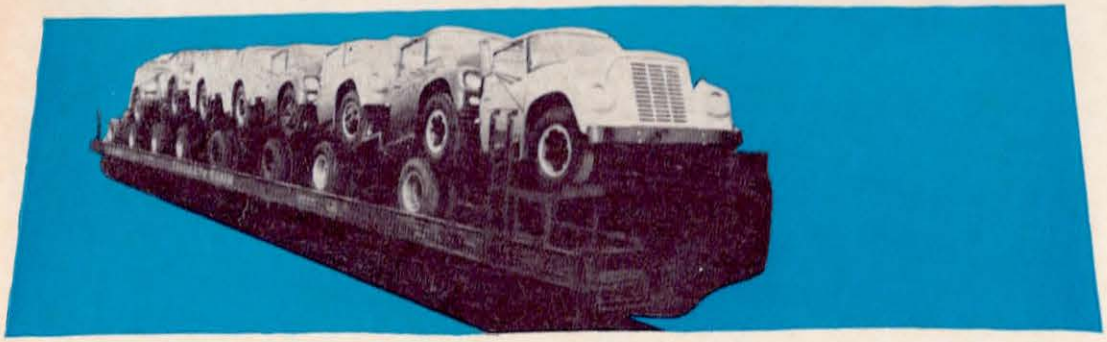

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RAILWAY AGE

Aug. 26, 1968 • Vol. 165, No 8

THIS WEEK

INDUSTRIAL DEVELOPMENT

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31 **A granger road hoes a new row**

Burlington boosts ID to balance grain traffic.

41 **Frisco squelches line fires**

The road has found a way to reduce right-of-way fires.

72 **Viewpoint: Can shippers pinpoint their car needs?**

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. . . AND COMING NEXT WEEK

Cleveland's answer to airport ground delay is rapid transit, as told in the Sept. 2 issue of Railway Age. The Cleveland Transit System's four-mile extension to the airport is almost completed, and big plans are on the drawing board for further expansion. An in-depth study of CTS operations covers present construction activities, signaling modernization and growth projections for the future.

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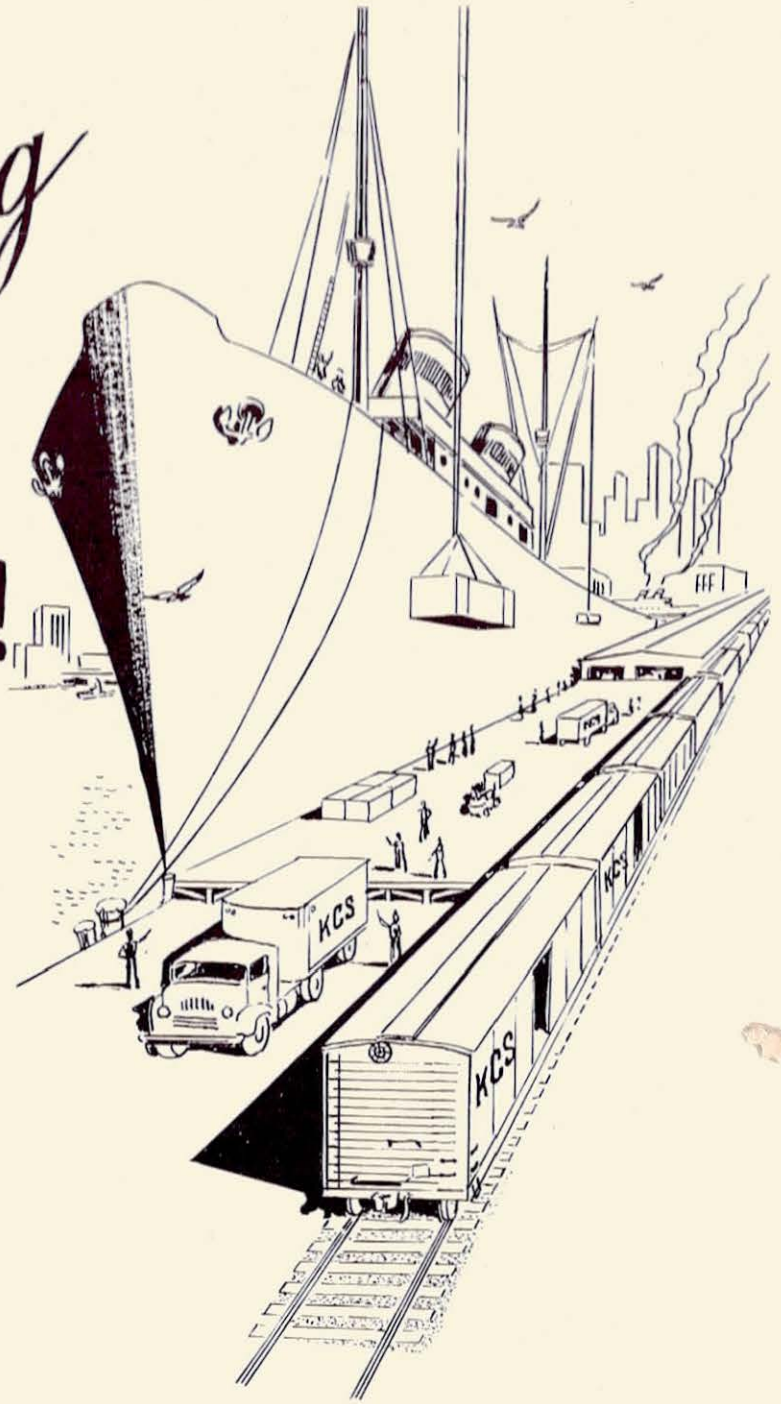

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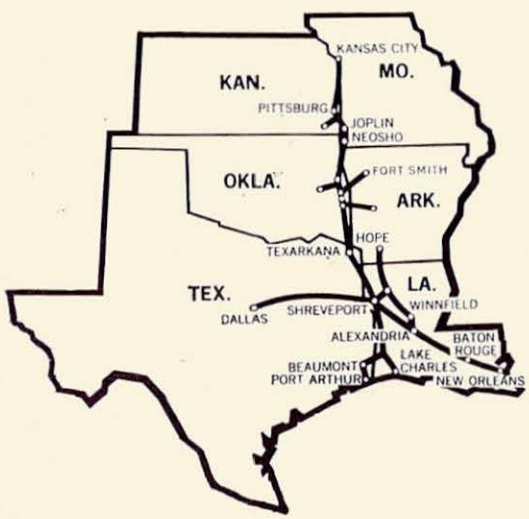

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SHORT AND SIGNIFICANT

Auto-train: Ford is still taking a look

Whatever happened to auto-train? Is it dead or is it alive? Will there be, sometime, a system in the U.S. by which a rail passenger can go along with his automobile? Months ago, Ford Motor Co. indicated interest in the project, after government declined to provide financial help and Seaboard Coast Line, the railroad most immediately involved, decided it couldn't. (RA, Feb. 19, p. 8). Ford is still looking. Marketing and financial analyses are still going on. No time table for decision has been set. But, as one Ford man puts it, "the project is still very active . . . the interest is certainly there."

Jet fuel will move on UP pipe

Jet and diesel fuel, stove oil and gasoline will move from Seattle to Pasco, Wash., on a 215-mile pipeline to be built by Calnev Pipe Line Co., a 97% owned Union Pacific subsidiary. Plans announced last week call for a $10-million, eight-inch pipe with initial capacity of 20,000 barrels daily. The line will serve Puget Sound and the Inland Empire area. Full operation is expected by mid-1969. Calnev also operates a pipeline from Colton, Calif., to Las Vegas.

BRAC breaks ground for new Chicago GHQ

With more fanfare than accompanies the usual groundbreaking, the Brotherhood of Railway and Airline Clerks last week got started on construction of a new headquarters building near Chicago's O'Hare International Airport. Preceding the affair: A breakfast, topped off with remarks by Vice President Hubert H. Humphrey. Also on hand for the BRAC program: Illinois Governor Samuel Shapiro and Chicago Mayor Richard Daley—and, of course, a proud C.L. Dennis, BRAC president.

Reading merges two divisions into new setup

Reading Co. disclosed last week that it has consolidated its Reading and Philadelphia Divisions into a new "Systems Operations" with headquarters in Reading Terminal, Philadelphia. The consolidation brings together the Operating and Transportation Departments under the direction of Franklin G. Fisher, assistant vice president—operations and maintenance. Fisher said the consolidation will provide "further opportunities to utilize the most advanced technological improvements available today, resulting in greater efficiencies in the planning and control operations." Under Fisher will be a general manager of operations and four staff managers heading up Freight Operations, Passenger and Philadelphia Terminal Operations, Transportation and Car Trace Control, and Operations Control Center. The Control Center, operating on a 24-hour, 7 days a week schedule, will have full responsibility for all operations, including classification and scheduling of trains.

NDTA selects Saunders for 1968 award

The National Defense Transportation Association has picked Penn Central Chairman Stuart T. Saunders as the recipient of its annual award "for outstanding accomplishments in the field of transportation." When the award is presented at the NDTA Forum Luncheon on Oct. 16, Saunders will be cited for his role both in railroad mergers and in "developing a new role for passenger and commuter transportation." Gen. Earle G. Wheeler, chairman of the Joint Chiefs of Staff, has been asked to make the presentation.

Data Systems men will hear six presidents

Seaboard Coast Line President W. Thomas Rice will be keynoter for the three-day fourth annual meeting of the AAR's Data Systems Division, to be held in Chicago Sept. 23-25. Rice's address will be followed by a panel discussion involving five railroad presidents who will consider "Profitability Through Increased Industry Cooperation in Data Systems." The five are William B. Johnson of Illinois Central, Larry S. Provo of Chicago & North Western, William J. Quinn of the Burlington, John S. Reed of the Santa Fe, and Louis W. Menk of the Northern Pacific.

MONDAY MORNING REPORT

WITH THE OPS: A VOTE FOR UNITY

Four old and honorable labor organizations may become one, within a matter of a few months. And the potential-for-good which lies in their unification can't be over-emphasized—in terms of effects on railroad employees or in terms of effects on the broad management-labor relationship. The four unions—the Brotherhood of Railroad Trainmen, Brotherhood of Locomotive Firemen & Enginemen, Order of Railway Conductors & Brakemen and Switchmen's Union of North America—will soon be asking for a rank-and-file vote on the merger plan. And on Jan. 1, 1969, the United Transportation Union could come into being as a 250,000-member organization representing all rail operating employees except engineers.

UNIFICATION: DOWN WITH RIVALRY, JEALOUSY, PRIDE

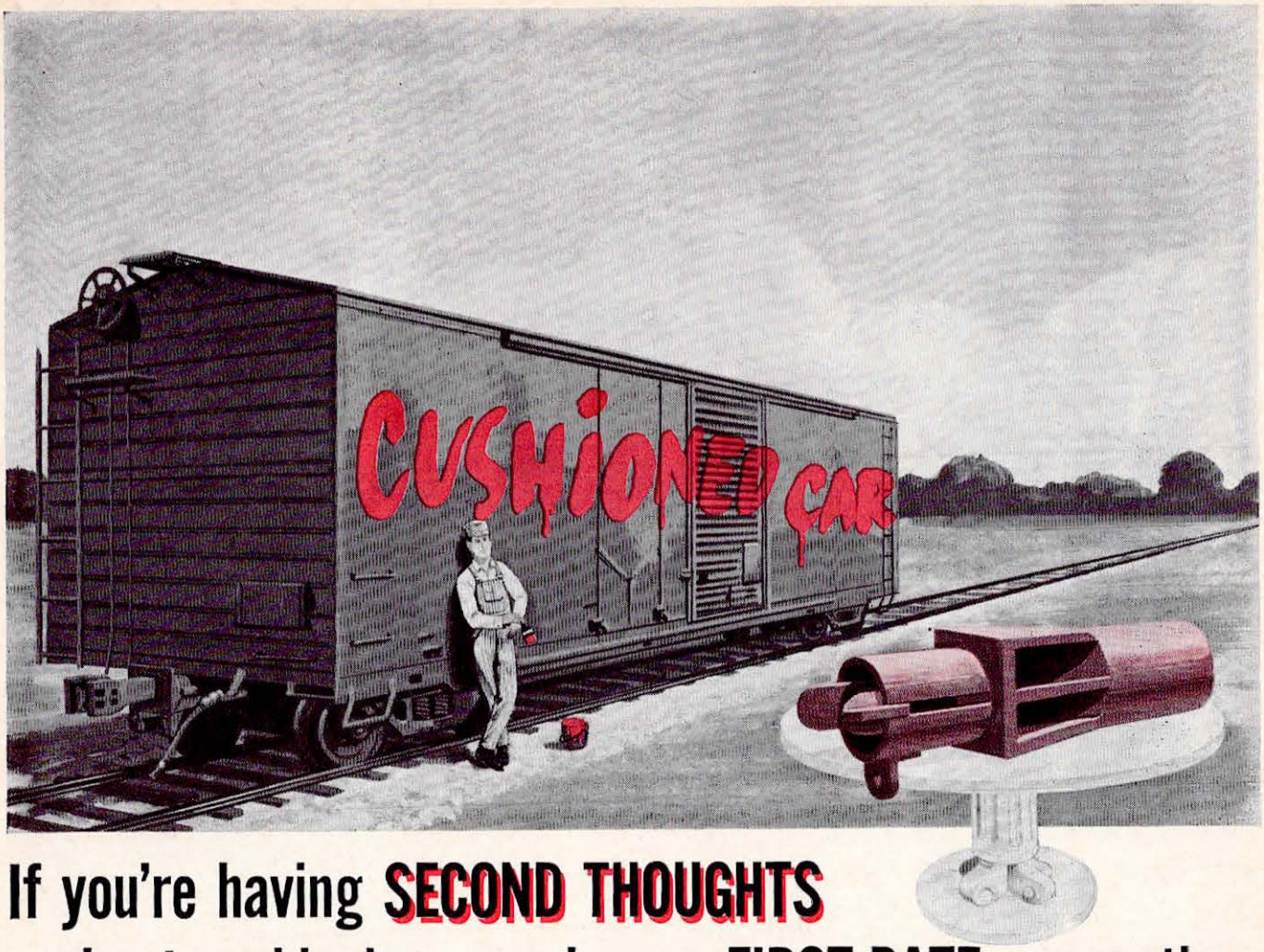
A lot of credit in all this has to go to the four chiefs—the BRT's Charles Luna, the BLF&E's H. E. Gilbert, the ORC&B's Clyde F. Lane and SUNA's Neil P. Speirs—and to the unification-study teams they assembled. Inter-union rivalries and jealousies are sometimes over-stressed—but they do exist, and they had to be overcome. Pride-of-union was also a factor: Each of these four organizations has its roots deep in the 19th Century; places such as Mendota, Ill., and Port Jervis, N.Y., and Oneonta, N.Y., are still spoken of in reverent tones, because those are the places where it all started.

POWERFUL REASONS BACK THE CALL FOR UNION MERGER . . .

The chiefs are confident, now, that "the members of each of these proud, old unions will support overwhelmingly the actions we have taken." And the chiefs appear to have logic on their side: They talk of mergers among railroads. They talk of the economics of operating one union vs the economics of operating four. They say they have maintained "one of the sacred principles of craft unionism," which is craft autonomy. They point out that "technological advances demand that we keep pace with the times, and this action and its anticipated results will put our members in a position to share more adequately the increased fruits of their productivity."

AND BETTER LABOR-MANAGEMENT RELATIONS COULD RESULT

Rail management, probably, has mixed emotions as it watches these four unions move toward amalgamation. On one hand, there's fear—on the other, hope. But fear, as one observer puts it, doesn't really make much sense—in a pragmatic way. Hope—now, that's something else again. And a gambling man might just bet that better relations —not worse—will come of BRT+BLF&E+ORC&B+SUNA.



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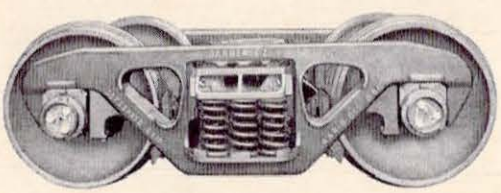

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RAILWAY AGE
THE TRANSPORTATION WEEKLY
August 26, 1968

WEEK AT A GLANCE

AAR and UIC move toward closer liaison

Railroad men have been slower to adopt the "one world" concept than political scientists — but there are signs that they are beginning to move in that direction. Last week the Association of American Railroads and the International Union of Railways (UIC), which is headquartered in Paris, announced a formal program for the continuing exchange of information on containerization and cybernetics.

Said AAR President Thomas M. Goodfellow: "With such vast strides now being taken by the railroad industry to convert this country into a landbridge over which international containerized shipments will move, and to develop new techniques from the untapped potentials of electronic data processing, it is timely that close liaison be maintained between our associations."

UIC's secretary general, Louis Armand, agreed: "Railroad men on both sides of the Atlantic now can work more closely together in furthering common goals in the development of rail technology and customer service capabilities."

Representing U.S. railroads on containerization will be Gregory S. Prince, AAR executive vice president, and Rex Manion, vice president of AAR's operations and maintenance department. In cybernetics, U.S. railroads will be represented by Robert B. Curry, vice president in charge of AAR's systems department.

Appointed to the European committee on containerization are John Ratter, member of the British Railways board and chairman of the Intercontainer Co.; and Louis Delacarte of Paris, commercial director of the French National Railways. Cybernetics representatives are Dr. Sydney Jones, member of the BR board and chairman of UIC's cybernetics group, and P. Schoonjans of Paris, UIC senior technical advisor.

CN will offer Cargo-Flo service

Starting this fall, Canadian National will offer shippers a new service concept which it describes as "an intermodal system for bulk commodities which combines the low cost of long haul by rail with the flexibility and speed of road transport." Called Cargo-Flo, the new service is for the transportation and distribution of such bulk flowable commodities as cement, chemicals, plastics and flour. Hub of the concept is the bulk terminal—one or more tracks to store rail cars, a truck scale and a small office, on a site serviced by both road and rail. The commodity will move from production plant to bulk terminal by pressure hopper cars (of which CN has purchased 100) and will then be transferred to highway carriers for delivery to the customer. The pilot project is planned for Toronto. "Similar terminals, designed on an even larger scale to handle both liquid and dry bulk commodities will be introduced in several Canadian cities over the next few years," said G. R. Johnston, CN's vice president—freight sales.

Soo sets its 1969 capital budget

Once again, Soo Line is one of the first railroads to come through with a new-year capital-improvements budget. And once again, Soo's budget compares well with past programs. Directors have authorized a $10-million equipment program, including acquisition of 10 new locomotives, 446 new freight cars and 10 new cabooses in 1969. The authorization brings to more than $75 million the value of new equipment and motive power placed in service since Soo was formed through merger in 1961. The new year will also see something new for Soo—what's described as "the pilot model of a new type of car designed specifically for transportation of wet wood chips. Tests of this car will determine whether the new design will form the basis for a fleet of specialized cars for this important traffic."

"Our territory is growing and our business volume is growing," said Soo Line President Leonard H. Murray. "We are continuing to show our dedication to the needs of our customers by acquiring new equipment designed to provide modern transportation effectiveness. The size of our commitment is indicated by the fact that the 4,000 cars we have acquired since 1961 represent approximately one-third of our active fleet of cars." (For details of new Soo program, see page 65.)

Three-way sale of TC is proposed

A. Battle Rhodes, trustee who has operated the Tennessee Central under federal-court direction sent the railroad went into bankruptcy earlier this year, says the TC should be sold to three railroads that have offered $1.5 million for the line.

The would-be purchasers are Illinois Central, Louisville & Nashville, and the Southern. IC would get 75 miles; L&N, 130 miles; and Southern, 36 miles. TC operates between Hopkinsville, Ky., and Harriman, Tenn. It is the only railroad serving Tennessee's Cumberland Plateau area. On Jan. 1, TC owned 20 diesel-electrics, 553 freight cars, and five passenger cars.

GUS WELTY

LINES ON LABOR

LABOR-MANAGEMENT relations have been studied and studied—studied, some would say, nigh unto death. Still, it's possible to welcome, sincerely, another effort—this one by a broadly-constituted panel of members of the Transportation Association of America.

TAA REPORTS that "considerable progress has been made. The study has been structured and partially funded, with fact-finding actively under way in more than 20 areas. Nine questionnaires have been circulated among the six carrier modes and the responses are now being analyzed." The next progress report, TAA indicates, will come in October, after an Association board meeting.

TAA'S TRANSPORT LABOR committee is a representative one. The motor-carrier industry contributes five members, the railroad and airline industries four each. Bus, inland-waterway and ocean-shipping interests are represented. So are major shippers, the legal profession and the banking business.

THIS NEW STUDY comes at a significant time. Led by Les Dennis of the Brotherhood of Railway and Airline Clerks and Paul Hall of the Seafarers' International Union, transportation labor is beginning to look at itself as a single and major segment of labor, with increasingly common interests. The development of coordinated transportation—containerization and whatnot—can only spur labor's organizations to greater cooperative efforts. This isn't necessarily bad. Many of the effects of such a movement could be good. At the same time, new check-and-balance systems may have to be established. Both management and labor will have to take a hard look at what they have, what they want—and, hopefully, what the country needs.

STUDIES SUCH AS THOSE initiated by the AFL-CIO transport unions and, this year, by TAA should help in the determination of the labor-management future. They could—and perhaps should—also serve as a guide to government in the new approaches it will have to make to labor law.

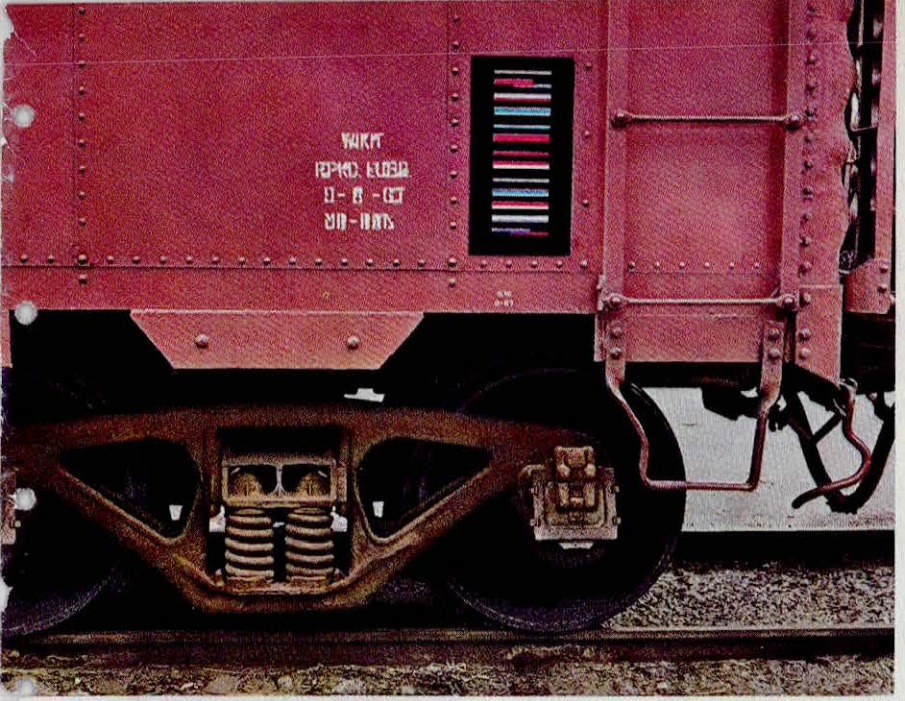
TRANSPORTATION can exert an enormous amount of leverage on the national economy. A bit of inflation pumped into basic transportation can turn into a whopper of a bill by the time it's presented, down the line, to the eventual consumer. That's one reason—possibly the biggest one—why studies have to be made. And why they have to produce results.

The Belt Strike: On to week No. 4

The Brotherhood of Railroad Trainmen stood firm against the Belt Railway of Chicago last week, and the Belt stood firm against the BRT. The strike, over the crew-consist issue, entered its fourth week Aug. 19. There was little action, aside from an episode of exchanged wires—or crossed wires, depending upon viewpoint—between the railway and the National Mediation Board. NMB had once refused to certify the dispute to President Johnson, which would have made creation of an emergency board possible. So, on Aug. 9, the Belt wired the board, expressing disappointment and adding: "We assume that the board will keep examining the situation as the impact of the strike becomes increasingly severe." On Aug. 16 NMB wired back: "Response your wire requesting reconsideration your request for emergency board . . . . this will reaffirm board's previous order that in its judgment the board is not warranted in certifying this dispute to the President." On Aug. 17, the Belt had at it again: "Are you saying that the board will not keep examining the situation as the strike continues and the impact on the public increases in severity?" And on that semantics hangup—continuing examination vs "request for reconsideration"—the dispute went on, with the NMB seemingly determined not to call for an emergency board, which would involve a back-to-work movement and fact-finding.

Signalmen balk at pattern agreement

Wage talks between the nation's railroads and the Brotherhood of Railroad Signalmen have broken down, and both sides are calling on the National Mediation Board to step in. BRS is demanding general wage increases of 10%, 8% and 7% over the period 1968-70, plus skill adjustments totaling 90 cents an hour, in five stages over the three years. Seven other rail unions have accepted pattern settlements totaling about 11% in wage increases with a no-strike moratorium stretching ahead to 1970. But, BRS President C. J. Chamberlain says, "The carriers' response to the needs of our members has ignored the special problems faced by skilled signalmen. We cannot allow the carriers to force our members to fit into patterns negotiated with other unions."



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You'll handle more traffic. Deliver on time. Schedule more efficiently. And operate more economically.

In fact, we figure it could save you over a million dollars a year. For example, suppose each of your freight cars is worth $15,000. If you operate 1000 cars, that's a $15 million investment.

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So if you're having trouble keeping track of your cars, take a tip from a ketchup company and use a label to stand out from the crowd.

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A SUBSIDIARY OF GENERAL TELEPHONE & ELECTRONICS

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We've decided to do something new.
We're going to steel your whole railroad.
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ROLLER BRGS 6 X 11
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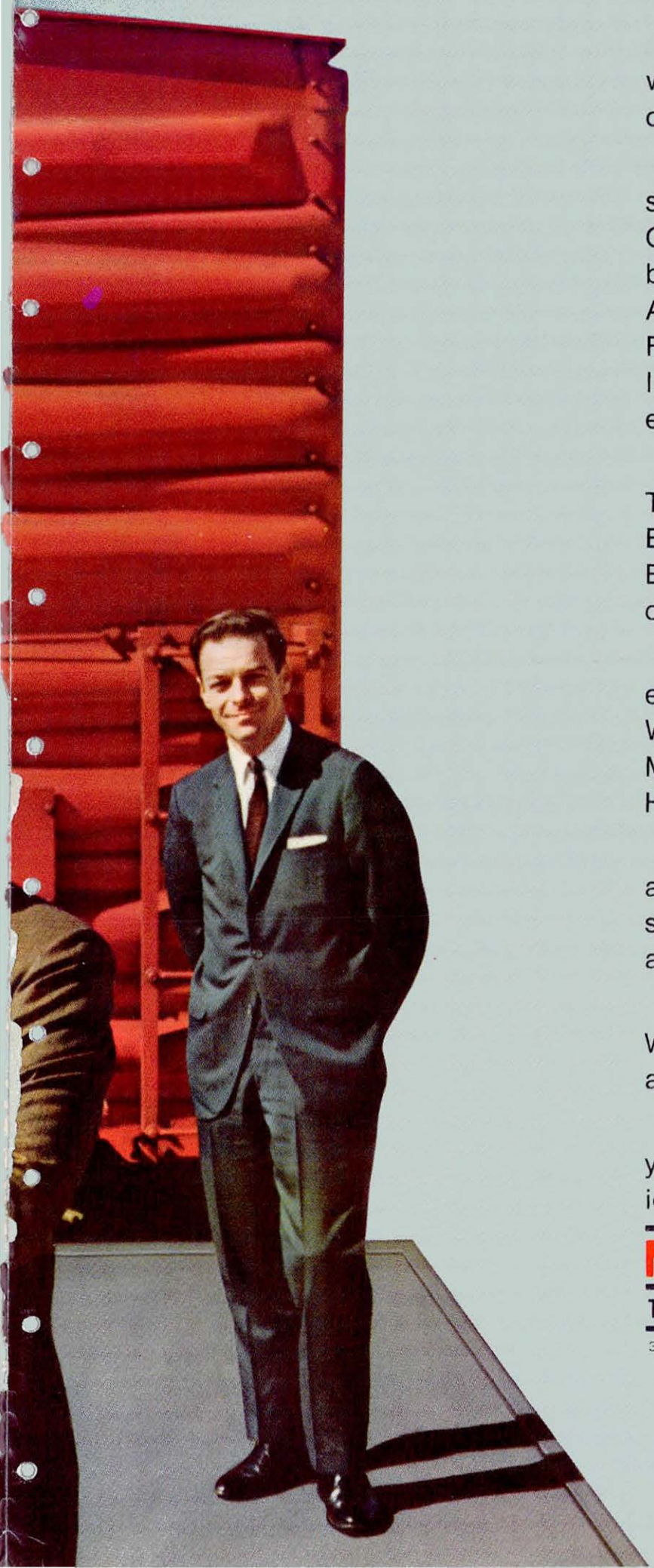

Our objective is to steel your whole railroad with all of National Steel's products.

Nailable steel flooring. Center sills. Hot- or cold-rolled sheets. Galvanized sheets. Hot-rolled bars. Structural shapes. Plates. All grades of merchant pig iron. Ferroalloys. And the complete line of Stran-Steel pre-engineered steel buildings.

You see, we've expanded our Transportation Products Division. Each man in it knows steel. Better still, he knows the ins and outs of railroading.

And each man's a direct line to every division of National Steel: Weirton Steel, Great Lakes Steel, Midwest Steel, Stran-Steel, Hanna Furnace.

So he really knows how to get action—for special steels or special advice—with no waiting around, no red tape.

It's a simple, painless idea. We'll be expanding it more and more.

Because we like the progress you are making. And we like the idea of growing along with you.

NATIONAL STEEL

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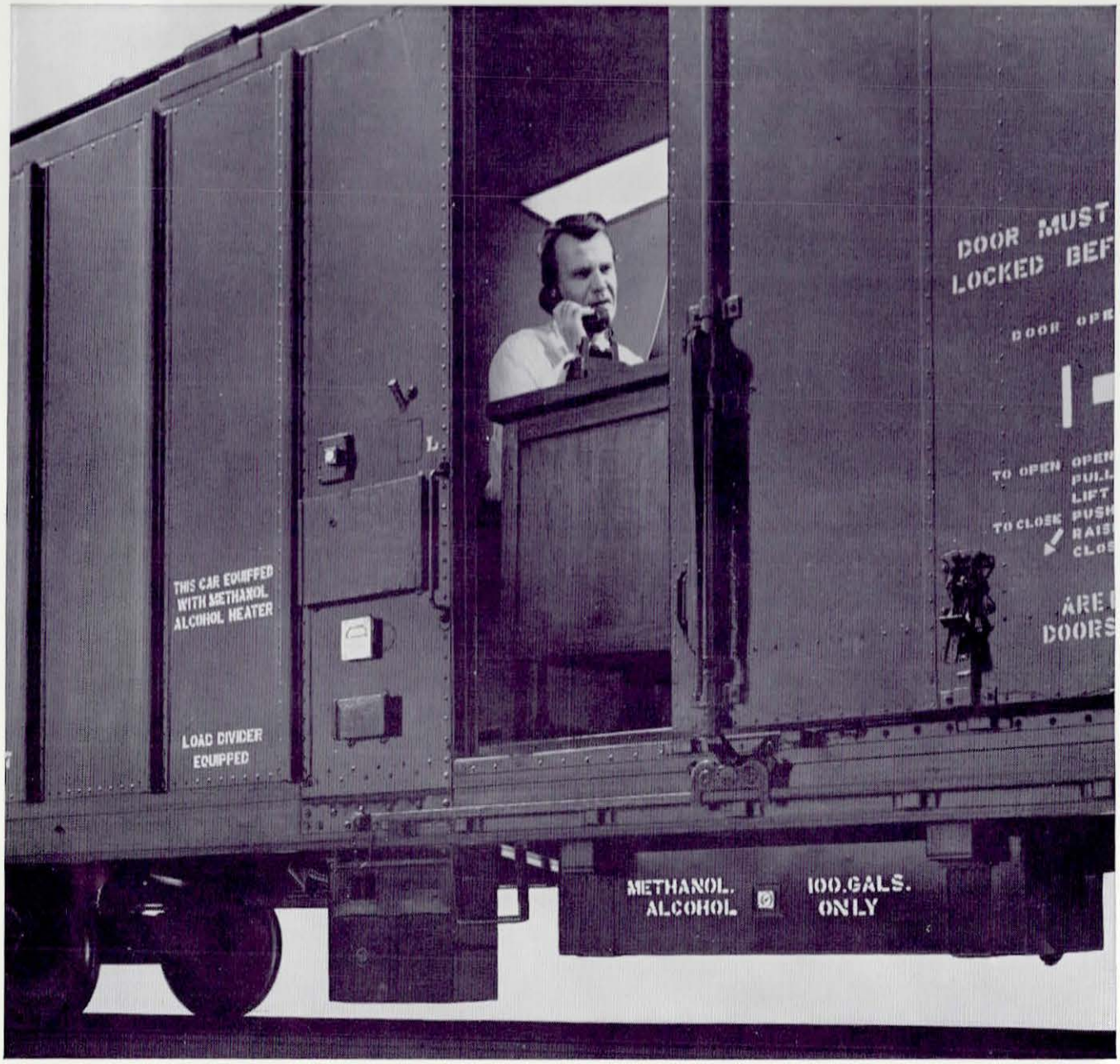


This 50-foot heater car with roller-bearing trucks, cushion underframing and side-wall fillers is tailored to protect products against weather and shocks.

When you lease freight cars from North American you get a versatile partner at no extra cost

OUR SPECIALIZED CARS can play a vital role in solving your distribution problems.

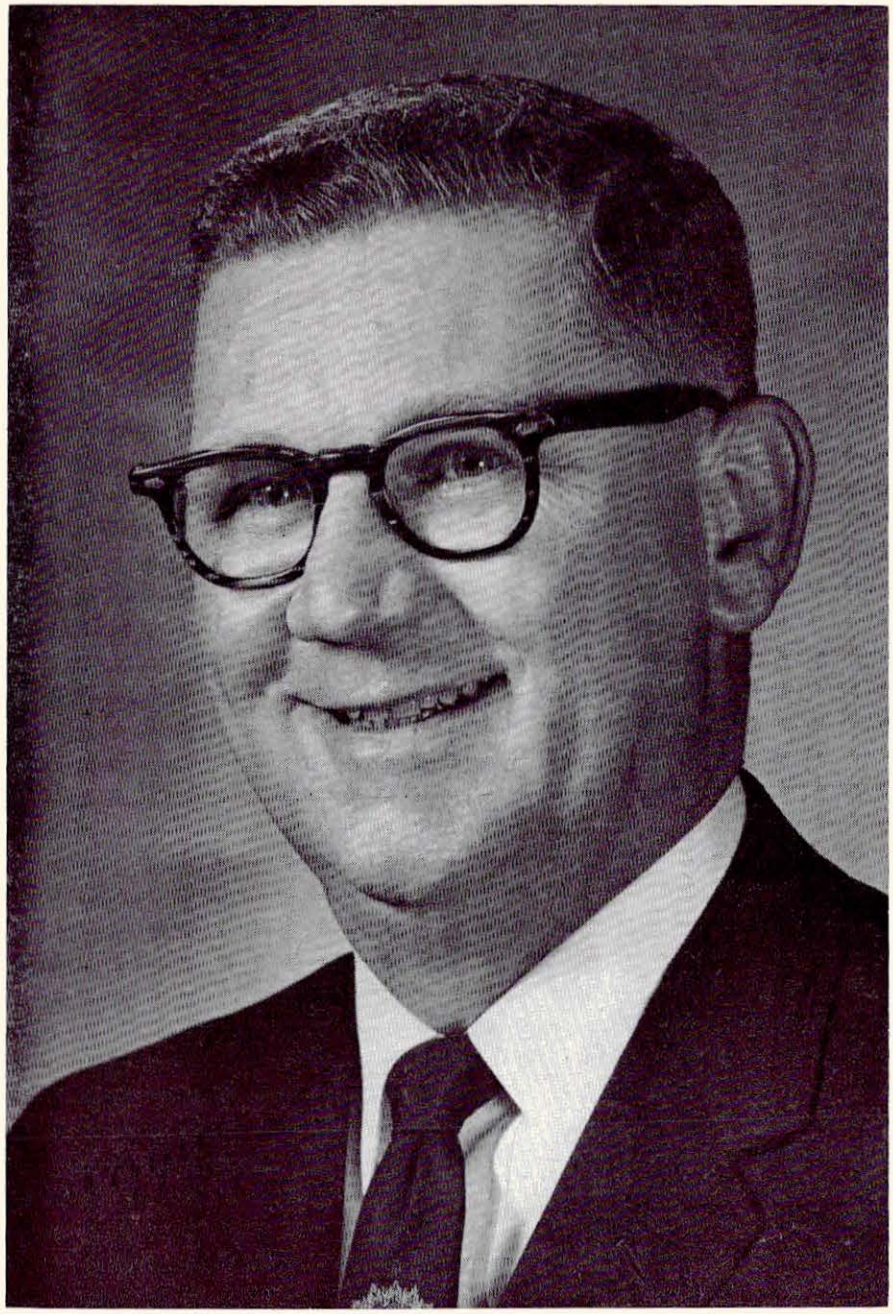
But what you get from us that's even more important is a partner at no extra cost. A thinking partner, a financial partner, a service partner. A real shirt-sleeves working partner. Our logistics know-how goes with your lease, and it's yours to draw on at all times.

We're systems oriented, and view your distribution problem in its totality. Not only *how* you ship and *what* you ship, but *where* you ship and *when* you ship. As one example of our objective approach, we may cooperate in creating a special car for your needs if we don't already have one in our fleet. Nothing can be right for us unless and until it is right for you. The only way we can make a profit is to help you make one. That's what we mean when we offer ourselves as a partner—and at no extra cost.

And as a partner, we invite you to use our experts and our expertise. But we don't ask you to tie up any capital. We welcome an opportunity to show you how large and important shippers have benefitted from this partnership point of view.

North American Car Corporation, 77 South Wacker Drive, Chicago, Illinois 60606.

NORTH AMERICAN *creates the cars that solve your problems*



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MANAGER, TRAFFIC & DISTRIBUTION
Whitehead & Kales Corporation

"The transportation industry is in a state of constant change, with new developments appearing daily. Industrial traffic personnel must know of all current advancements in the railroad industry.

"Railway Age provides this communication. Vital and concise data is always presented to permit industry to take advantage of every possible technological advancement.

"It is 'must' reading for me each week."

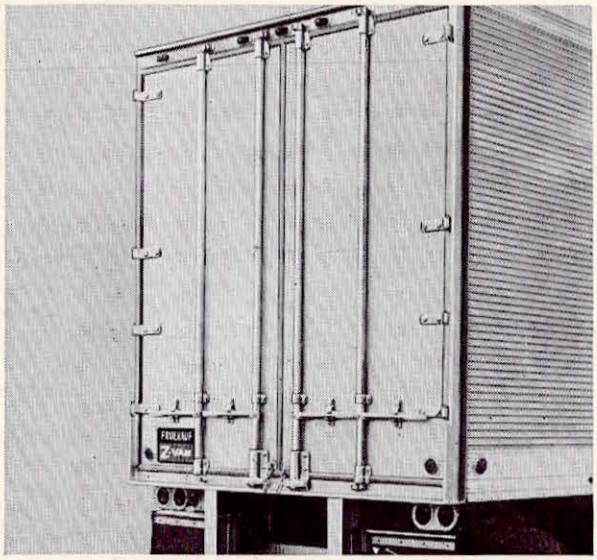
Earl W. Beck

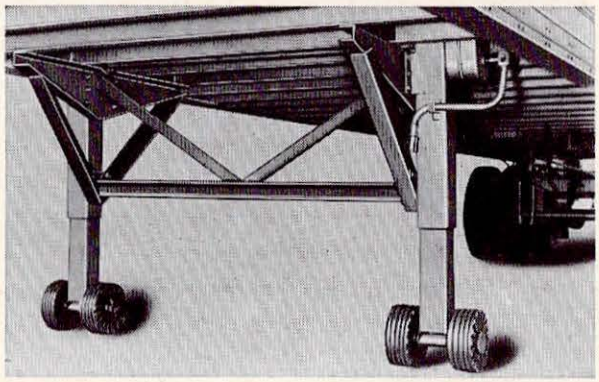
True piggyback construction. These front wall features are standard: Full-width wrap-around steel bulkhead 30" high • 4 pairs of steel posts (8 back to back) with three-quarter-inch full-height plywood liner • recessed, swivel-mounted air hose and electrical connectors.

FRUEHAUF Z-VAN ...the TOFC Van with Zingg!

Z-Van. It's the toughest van Fruehauf has ever built . . . to boost piggybacking profits by lowering trailer operating costs. It will pay you to know all about the Z-Van. Get complete details from your local Fruehauf man or write for free literature: **Fruehauf Division, Fruehauf Corporation, 10942 Harper Avenue, Detroit, Michigan 48232.**

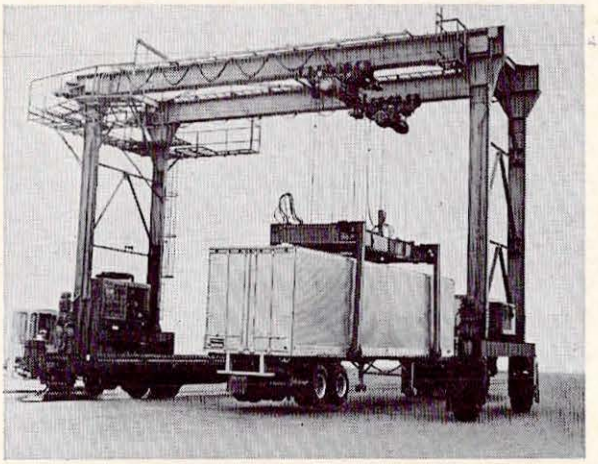
Strongest rear end ever. Here's where: Welded steel unit construction • 1"-thick plymetal doors • two extra (4 in all) cam lock rods • 8 double-strength hinges • integral bull board channel recessed in rear posts • patented Anti-Rax latching.





Extra muscle for extra-rough going. Features include: Two 10-foot steel lift pads on each side • multi-braced, 2-speed square leg supports, inboard mounted • 1⅜"-thick laminated hardwood floor • 4"-deep I-beam crossmembers with 2¼" wide flanges.

Long life and easy upkeep. Just a few of the reasons why: Corrosion resistant, pre-painted aluminum panels • leak-proof, one-piece, heavy-gauge (.040") aluminum roof that's bonded to roof bows • recessed lights • bolt-on heavy-duty ICC bumper.



Trouble-free performance. Here's why: Full-width upper coupler meets proposed AAR/TTMA requirements • one-piece forged kingpin • 36"-wide, ¼"-thick anti-hook plate that's two crossmembers deep • Select-A-Point sliding tandem suspension as standard equipment.

Circle 11 on coupon page 62

SHIP TO
REMANUFACTURED
heavy duty "AP"
TIMKEN®
railway tapered roller bearings
ESP
EXTRA SERVICE PROGRAM
KEEP DRY

The remanufactured Timken® "AP" bearing.

How will it perform?

Remanufactured Timken® bearings roll just as dependably as new ones when they're remanufactured with genuine Timken bearing parts... by experienced Timken bearing people. These people replace only parts necessary to provide performance comparable to that of new Timken bearings during the next operating period.

ESP — Extra Service Program: We will remanufacture your Timken "AP" bearing under either of these two plans.

Plan I. You can exchange prior service Timken "AP" bearings — less end caps — for remanufactured Timken bearings. We'll ship them immediately on a unit exchange basis.

Plan II. If you want your own Timken "AP" bearings returned, simply ship them direct — less end caps — we'll remanufacture and return them to you.

Either way, we give an original Timken bearing warranty to back up what we do, and what you get.

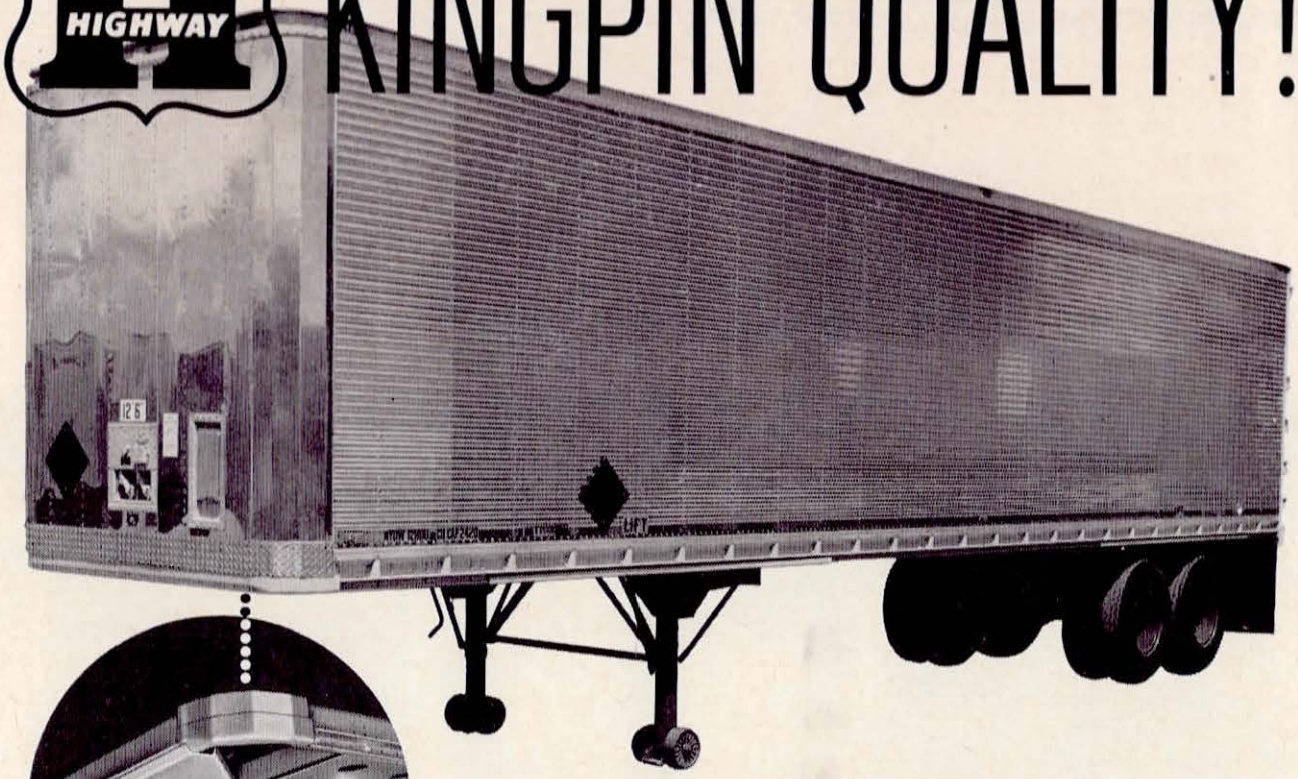
The Timken Roller Bearing Company, Canton, Ohio. Timken bearings sold in 133 countries; manufacturing in Australia, Brazil, Canada, England, France, South Africa and the U.S.A.

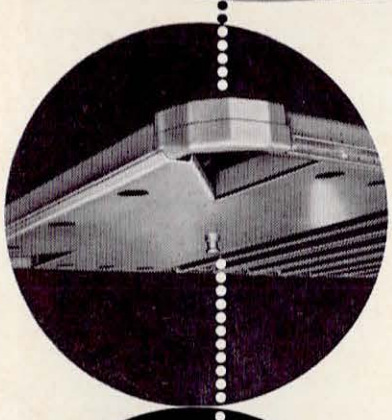
TIMKEN®

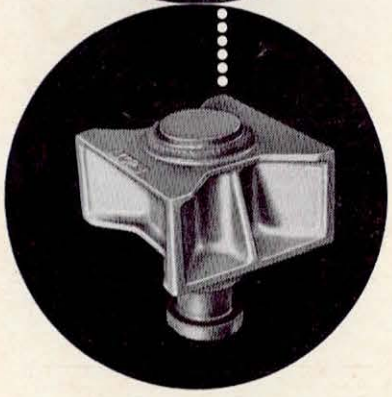
TAPERED ROLLER BEARINGS

Circle 12 on coupon page 62

AAR/NRNPA/TTMA ALL AGREE ON KINGPIN QUALITY!

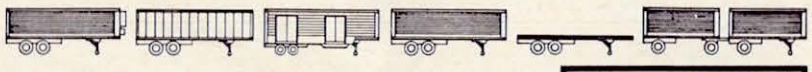






It's more than rugged enough to meet AAR/NRPA/TTMA standards. We've beefed up the famous Highway Kingpin three more ways: tightened tolerances to reduce interference and stress, added to the quality of the weld and added even more bearing strength. No match for it anywhere! It's approved press-fit SAE through-type for maximum strength and shear-resistance. And it's typical of Highway Railroad Trailers in every way. Rugged quality in every unit—every feature with design innovations that exactly serve your most exacting requirements.

Widest range of Hi-Star 800 models—wide choice of options... no wonder we say ***It's part of the Highway System!***



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HIGHWAY PROTECTED INVESTMENT
One Year Workmanship and Materials Warranty!

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Kansas City, Kansas 66105

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Circle 21 on coupon page 62

The remanufactured Timken® "AP" bearing. How will it perform?

Remanufactured Timken® bearings roll just as dependably as new ones when they're remanufactured with genuine Timken bearing parts... by experienced Timken bearing people. These people replace only parts necessary to provide performance comparable to that of new Timken bearings during the next operating period.

ESP — Extra Service Program: We will remanufacture your Timken "AP" bearing under either of these two plans.

Plan I. You can exchange prior service Timken "AP" bearings — less end caps — for remanufactured Timken bearings. We'll ship them immediately on a unit exchange basis.

Plan II. If you want your own Timken "AP" bearings returned, simply ship them direct — less end caps — we'll remanufacture and return them to you.

Either way, we give an original Timken bearing warranty to back up what we do, and what you get.

The Timken Roller Bearing Company, Canton, Ohio. Timken bearings sold in 133 countries; manufacturing in Australia, Brazil, Canada, England, France, South Africa and the U.S.A.

TIMKEN®
TAPERED ROLLER BEARINGS

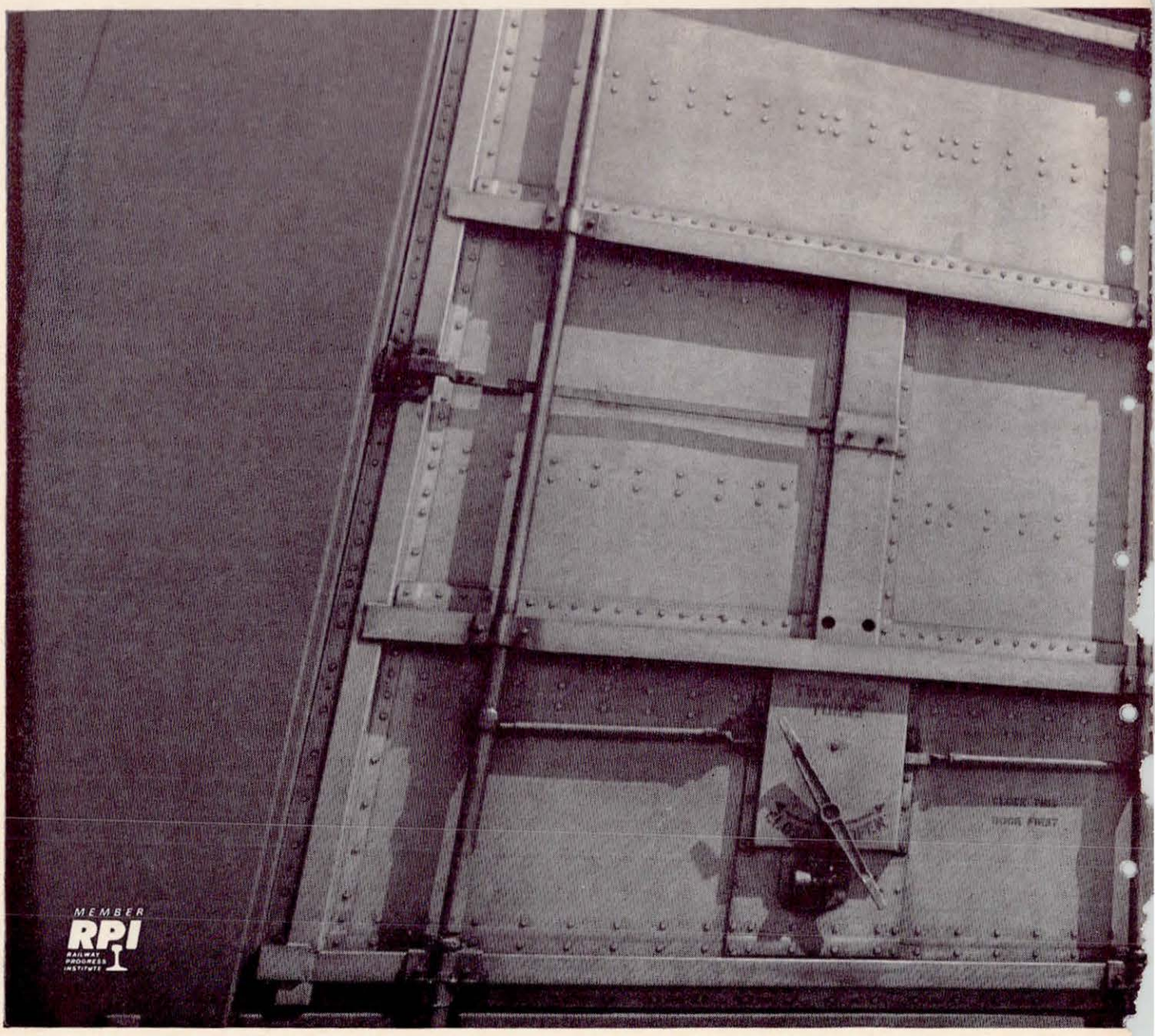
Circle 12 on coupon page 62

Even your secretary can open a door of Alcoa Aluminum.

She won't have to use a fork lift or a sledge either. Doors of Alcoa® Aluminum can be opened quickly and easily by one person. It's an advantage that saves time and money year after year, every time the car is loaded, unloaded or inspected. As an added benefit, Alcoa Aluminum reduces the car's deadweight. A 20-ft double

Change for the better with Alcoa Aluminum

ALCOA



door set weighs only 1,300 lb, about 1,500 lb *less* than steel doors. Think about your freight car rolling through mountain snows or desert heat or being ambushed by rock-heaving little kids. Well, don't sweat the paint job. Parts made with Alcoa Aluminum needn't be painted. They resist everyday wear and tear, and tougher knocks, too.

Car components made with Alcoa Aluminum save you money over the long haul. Learn how you can get a clear track to greater profits with doors, roofs, hopper car running boards, car ends, bulkheads, lading bars and reefer floor racks made of strong, light Alcoa Aluminum.

Aluminum Company of America
1710-H Alcoa Building
Pittsburgh, Pa. 15219
Send me more information about boxcar components made of Alcoa Aluminum.

Name_____

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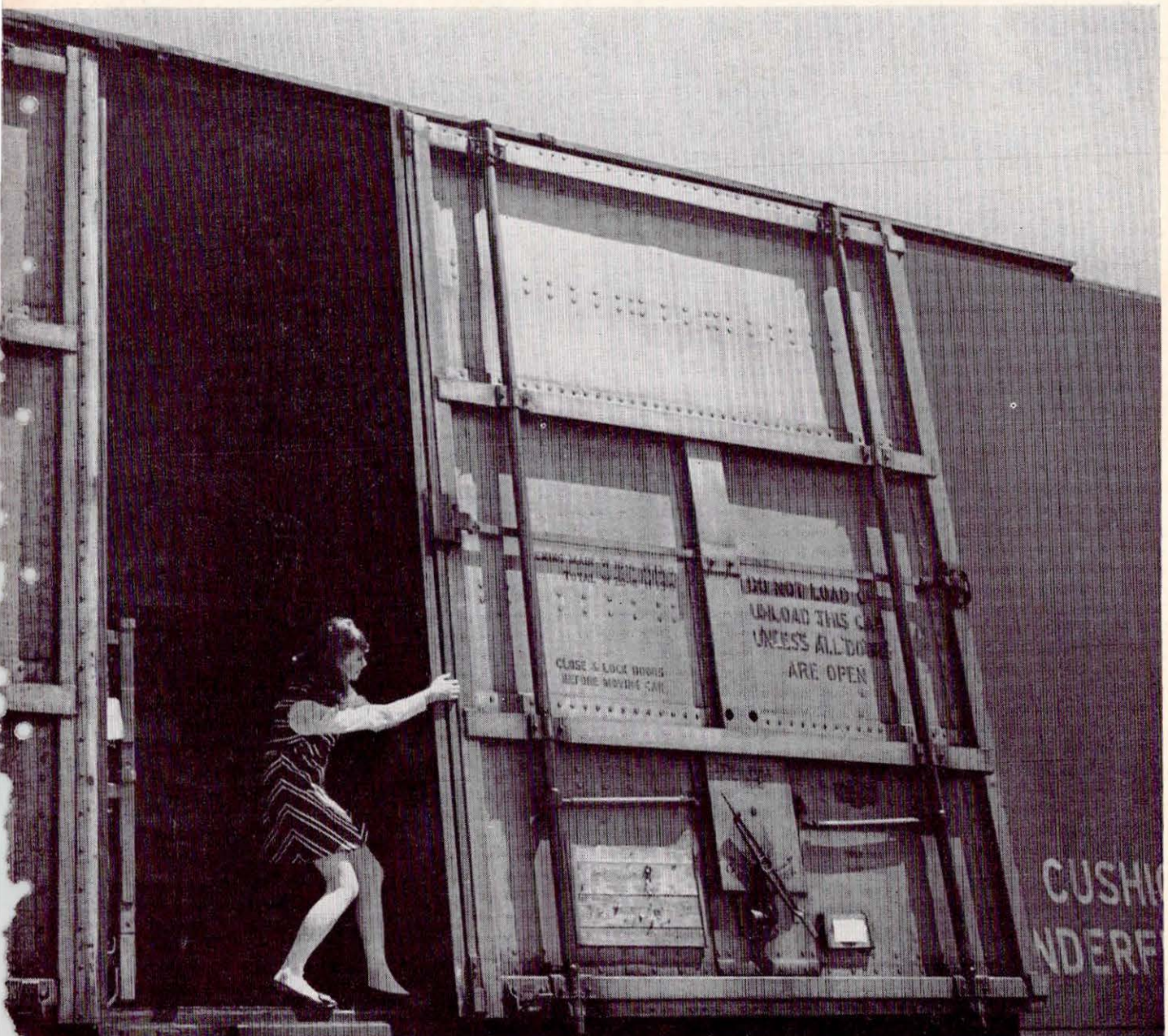
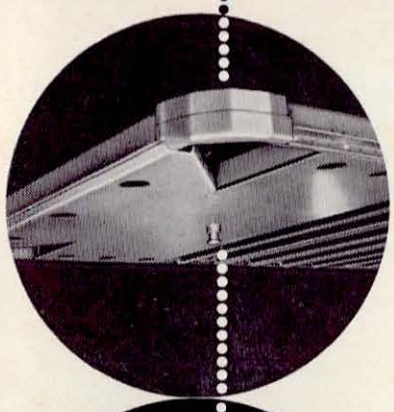
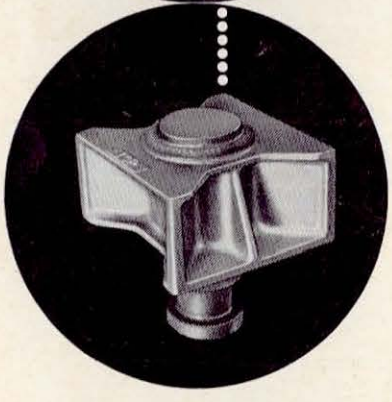
City_____ State_____ Zip_____



AAR/NRNPA/TTMA ALL AGREE ON KINGPIN QUALITY!





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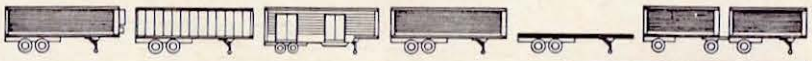
Widest range of Hi-Star 800 models—wide choice of options... no wonder we say ***It's part of the Highway System!***



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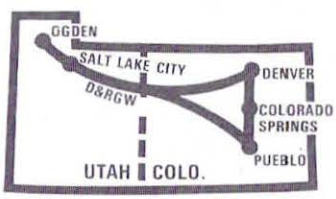
Action Land...where big profits are... and land and water and utilities and trackage and transportation and manpower and...

Colorado and Utah, the area served by the Rio Grande Railroad, have what industry needs – in abundance and at the right price.

Here, you don't feel hemmed in. Physical expansion can keep up with forward-looking plans and futuristic goals. And people who live where the air is clear and pure with mountains just minutes away are inclined to bring an extra zest to their work.

There's growing room for YOU in Action Land, home base for the Action Road. For more information, contact your nearest Rio Grande representative.



Rio Grande
the ACTION road

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At the Second International Container Services and Equipment Exposition in Baltimore, October 28 thru November 1 at the Civic Center.

It doesn't matter whether you build, load, mark, lift, stow, lock, carry, lease or ship in containers, you have a date in Baltimore October 28 for the Second International Container Services and Equipment Exposition. There, you will be able to meet with representatives of more than 100 major companies in the container industry and view displays of their latest equipment or services. At the same time, you will be able to attend the series of symposia that will probe both the progress and the problems of the industry with world renowned speakers discussing virtually every topic affecting containerization. A total of 100,000 square feet of exhibition and conference space will give visitors an unrivalled opportunity to explore the latest developments in the industry from leasing to land bridges.

SEE A CONTAINER TERMINAL IN ACTION!
Demonstrations will be held daily at the Dundalk Marine Terminal featuring the latest container handling methods from the United States, Great Britain, Continental Europe and Japan.

Call or write now for the latest information on the Second International Container Services and Equipment Exposition:

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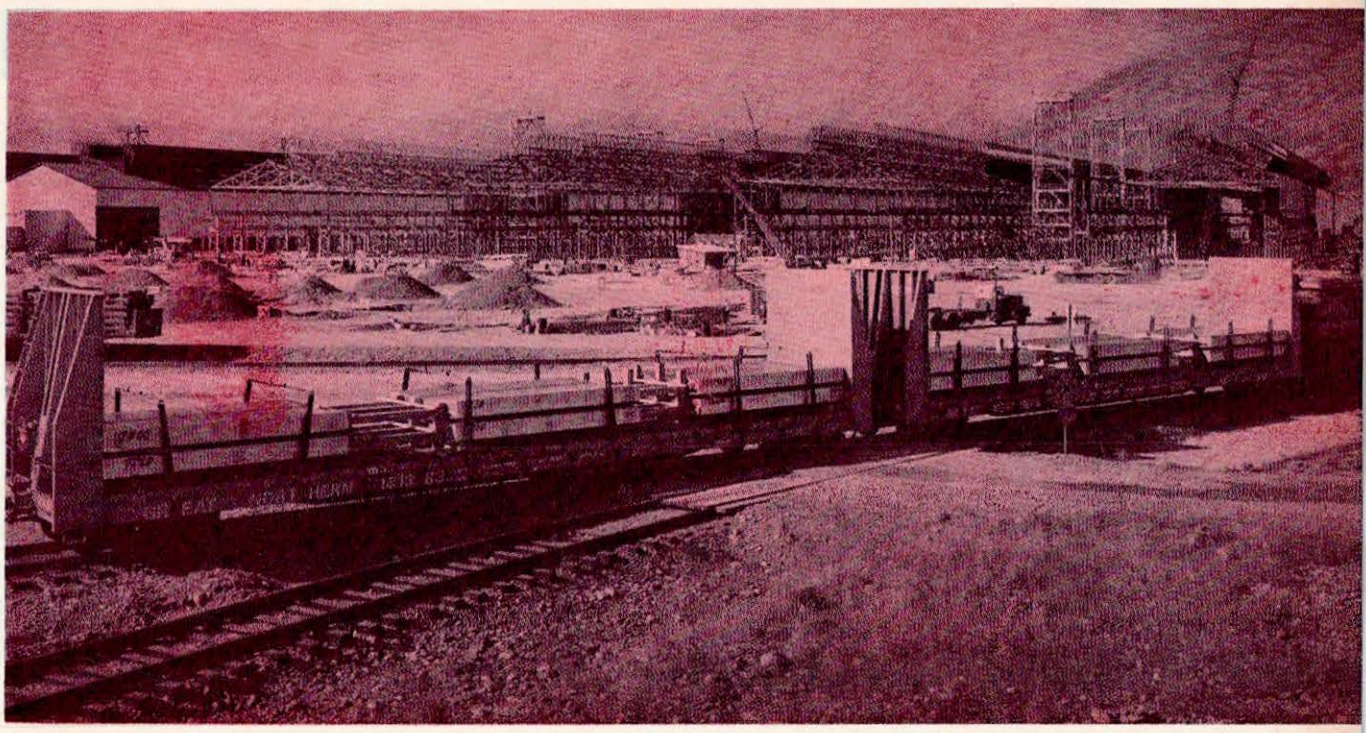
INDUSTRIAL DEVELOPMENT



A MAJOR TRAFFIC PRODUCER for GN will be expansion of Anaconda Aluminum's Columbia Falls, Mont., plant.

New on-line industries build traffic, win friends

Railroad ID efforts mean new carloads for the lines and more jobs and dollars for communities across the nation.

By **GUS WELTY,**
Senior Editor and

FRANK MALONE,
Western Editor

Railroads aren't running immigrant trains any more, but they are still colonizing the country—industrially.

Increasing amounts of time, increasing efforts and increasing sums of money are being spent in the name of industrial development. It's a self-interest proposition on the part of the railroads—but one for which hundreds of communities across the nation might well offer up thanks. Together with the public utilities and, in certain areas, governmental organizations, railroads are primary workers for orderly and logical industrial expansion—and the benefits are spread out up and down the line.

As an industry, railroads need local support. What they get, often as not, is trouble—in such areas as passenger-service discontinuance, taxation, grade-crossing safety. And industrial-development men sometimes wonder why the money-in-the-hometown-pocket aspect of ID isn't used more by the image builders.

- **The record is good.** The story, in a great many cases, is impressive. One example: Last year, the former Pennsylvania system reported 388 success stories, either new or expanded industries, in 206 on-line communities. What's it mean? Capital expenditures of more than $350 million for constructing and equipping the new or enlarged operations—and about 11,500 new jobs. What's it mean for the railroad? About 120,500 additional carloads generating $24 million in additional revenues annually—and, hopefully, a new appreciation of the railroad and its ID efforts in the benefitted communities.

Across the country, last year was a highly successful one for most railroad ID men. Henry W. Large, then vice president-traffic of PRR and now executive vice president of Penn Central, called '67 the most successful year of the '60s for PRR in its industrial-development efforts—and similar exuberance also spilled over in the South, in the West.

Southern, for instance, checked in

A LINE ON INDUSTRY

Railroads in the South (above, an L&N project) are undertaking ambitious ID programs as new industry moves into the region.

with 222 ID successes—new or expanded industrial plants or warehouses representing capital investment of about $475 million and providing 11,000 new jobs. New revenues to the railroad are expected to total more than $13.7 million per year.

In Frisco territory, 112 new industries began producing traffic last year, and these plants alone are expected to give the railroad 29,000 carloads of new business and new revenues of about $5 million annually—while they also provide 7,500 new jobs. Industrial expansion by previously-located companies will give Frisco about 6,800 carloads a year—and prospects for 1968 and beyond are even brighter: Early this year, 66 industries had selected sites or begun to build—with a total planned investment in land, buildings and equipment of more than $350 million.

• **No complaints.** Swinging around the country, here's how industrial development looks:

In the East, PRR and New York Central last year had a hand in the new location or expansion of 740 industrial facilities—with a potential for putting about 320,000 carloads of new business on Penn Central on an annual basis. In '67, alone, 67 new industrial parks were set up—and, PC is quick to emphasize, ID is sharing in the merger benefits: "Since the merger, we have stepped up industrial development activities to take advantage of PC's greater number of plant sites and the improved service PC can offer to industries."

Reading, operating in a more restricted sphere, noted both ups and downs—but wound up substantially on the up-side. The gains were 24 new industries and five expanded ones, which will generate revenues estimated at more than $540,000. The losses totaled nine plants, with an annual revenue contribution of less than $85,000.

Two prospective merger partners, Chesapeake & Ohio/Baltimore & Ohio and Norfolk & Western, reported a continuing high level of industrial activity. C&O/B&O expects to realize additional freight revenues totaling $18.5 million annually from 379 new locations and expansions last year. Among the major industries coming on-line: Three automobile plants, and a foundry operation which alone may add close to $2 million to C&O/B&O annual revenues. N&W checked in with 114 new plants and 92 plant expansions for '67—and the ID business is continuing active in '68, as N&W moves ahead with an aggressive land-acquisition program. Coming into 1968, the road and its subsidiaries held about 11,000 acres—land purchased primarily for industrial purposes, but some of it also susceptible to residential or commercial ventures (RA, July 22, p. 12).

New England isn't ordinarily thought of as a hotbed of industrial expansion—but New England roads still found something to cheer about. Maine Central cites ID as one of the bright spots for 1968, Boston & Maine sees traffic increases amounting to about 5,500 carloads per year from 1967 industrial expansion, and expects to pick up an additional 4,300 loads annually from expansions programmed for '68.

• **Expansion in the West.** In the wide-open West, where everything seems bigger, ID kept pace. Southern Pacific showed a net gain of 546 carload-producing industries last year. Santa Fe wound up with 514 new or expanded plant facilities. Missouri Pacific will be picking up new traffic from close to 250 industrial developments. And two so-called problem-roads, Rock Island and Katy, also came on strong. Rock Island, in particular, had reason to stand up and shout: During 1967, 304 new industries came on-line, 61 announced expansion programs—and all this activity will add about $8 million a year to RI's freight revenues. For Katy, the figures weren't quite so impressive—61 new industries located on MKT track. But those 61 will provide Katy with about 7,000 carloads annually, and the road is looking for continuing gains from efforts of a reorganized industrial development department.

Choice land in the West isn't cheap any more—but it is there. Santa Fe and its subsidiaries, for instance, hold more than 22,000 acres of industrial land at more than 70 points on the system. Union Pacific is working with about 13,000 acres of industrial property—and buying more all the time: In the past three years, UP and its affiliates have spent approximately $42 million for industrial land purchases.

In the Northwest, Great Northern, Northern Pacific and Milwaukee, as well as UP, are finding that a frontier for ID still does exist. Among the impressive additions to Northwest industry: Scores of argriculture-related facilities, and heavy industry best typified by the aluminum producers. On GN alone, Anaconda Aluminum, Intalco, Kaiser Aluminum and Alcoa are all in an expansion mood.

Mineral development is also one of the keys to Frisco ID efforts. A bit less than a year ago, Frisco opened 32.7 miles of new railroad in Missouri, built at a cost of $6.6 million. Lead is the attraction—and the new line will be serving four major facilities directly and a fifth through truck-rail service.

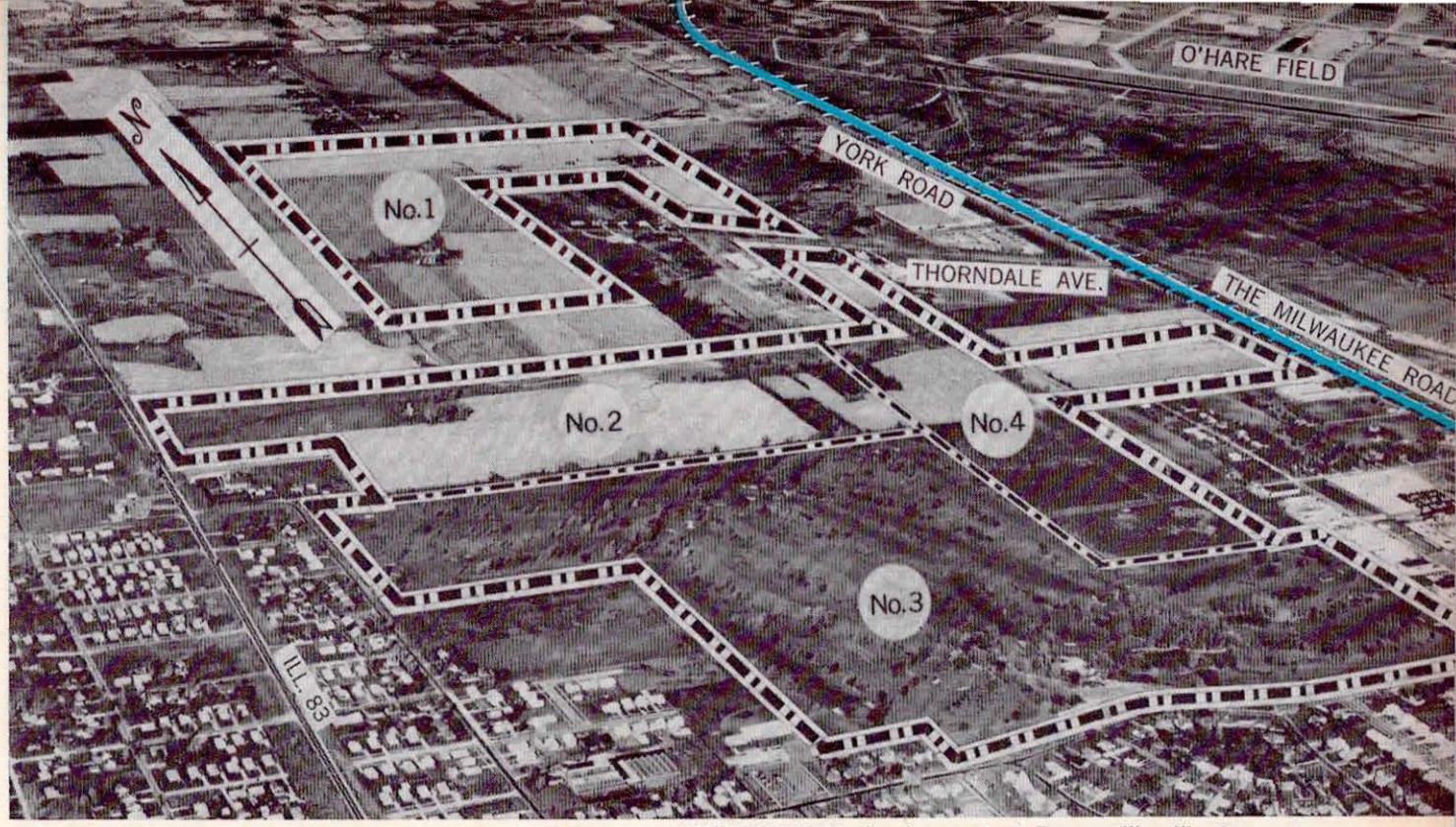
• **SCL comes on strong.** In the Southland, Seaboard Coast Line, Illinois Central, Louisville & Nashville and Gulf, Mobile & Ohio joined Southern in looking fondly on 1967, '68 and the future. SCL itself turned up with one of the top ID records in the country—348 new industries and 129 expansions last year, which may provide more than $24 million annually in new revenues.

Gross-growth figures for other southern-territory roads are a bit smaller, but still impressive. And they reflect railroad efforts to build an industrial South. One new plant on L&N—a Ford truck assembly plant—will by itself add 3,000 jobs in the Louisville area.

Given the high levels of industrial activity last year and a few more uncertainties tossed into the pot in '68, the ID records of '67 may be hard to top. Then again, it was only a couple of weeks ago that Frisco President Jack E. Gilliland surveyed the situation and found industrial activity at a record-high.

Increased emphasis on ID as a marketing function can be found on many roads. Coming, too, is a greater realization that ID has a tremendous potential in image-building, in bringing home railroad contributions at the individual-community level.

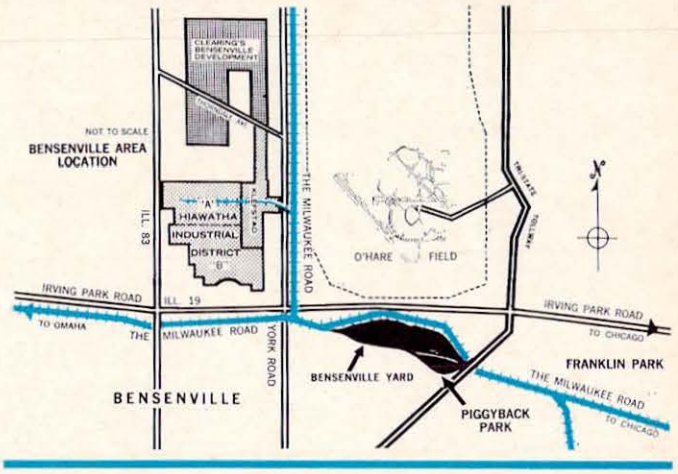
As one ID man puts it, it's not every day a railroad can make money—and friends, too.



MILWAUKEE ID development at Bensenville, Ill., has some 500 acres available in four large parcels, including (3) Mohawk Country Club. Variety of transport is available.

INDUSTRIAL DEVELOPMENT

ID is par for a golf course on Milwaukee



How does a golf course fit into a railroad's industrial development program? Ask the Milwaukee Road. As long ago as 1960, Milwaukee became full owner—and operator—of the 150-acre Mohawk Country Club at Bensenville, Ill., just north of Chicago. It was the railroad's first purchase in the area, and industrial development definitely was the objective.

The ID operation has proceeded successfully. But the funny thing is that the country club is still a country club: Milwaukee will continue to operate it as it is, for an indefinite period of time.

The point is that the Mohawk purchase was followed by other acqusitions. All around the country club industrial development is advancing rapidly. And the inevitable osmosis of the fairways into plant sites will mark the finale of a profitable Milwaukee experience in both industrial development and community relations.

Just north of the country club lies another Milwaukee ID area, an 87-acre site already under development. Together, the two sections form the railroad's Hiawatha Industrial District. In addition to the railroad property, there's a lot more land under development. On the east edge of the Hiawatha district, Klefstad Engineering Company has a 100-acre site. Already, several industries are located or building there. And north of Hiawatha lies the 157-acre Clearing Industrial District, like Hiawatha, now being developed.

● **Traffic, from an ideal site.** What it all means, despite degree of development, is that the Milwaukee Road eventually will be serving a 500-acre industrial complex. The traffic potential is obvious.

The complex is ideally located. First, there's Milwaukee's Chicago-Omaha main line just south of the area, and the big Bensenville classification yard. In the eastern border is a leg of the railroad's Chicago bypass that links the line from Omaha to the one that goes north to Milwaukee, the Twin Cities and Seattle. Second, there is Chicago's O'Hare International Airport just "across the road" from the industrial park. Third, the complex is located close to two interstate tollways, a city expressway, and state and federal highways.

● **Development under way.** Right now, the development of Hiawatha's southern portion consists of the drilling of a 1,500-foot well that eventually will become part of the municipal water system. The drilling is expected to take another three months. Meanwhile, con-

tracts are being let for construction of a sewage disposal plant that will become Bensenville's, too. Also to be constructed is a 750,000-gallon water storage tank. The area has been subdivided. And plans are being drafted for roads and tracks.

Another important part of the development is the spur that Milwaukee has constructed into the area from the bypass leg. The spur crosses York Road, the park's eastern boundary, at grade level. There wasn't any room to build an underpass because the expansion of O'Hare a few years ago forced the railroad to move its trackage right up to York Road.

● **Public-community relations.** What about the Mohawk Country Club? Milwaukee ID personnel see a gradual phasing out of the golf course area operation as the upper section of the Hiawatha park is filled. "We'll perpetuate the operation of the golf course as long as we can. It's good public relations," says E. J. Stoll, vice president-real estate and industrial development.

Call it public relations or community relations, it has been an important element in the Bensenville ID story. Both the railroad and the community had been looking at the area for a long time, but with somewhat different industrial images in mind, according to Fred L. Steging, Bensenville village president: "There definitely was one main point of difference—would it be light or heavy industry?" The community naturally was concerned about the effect of heavy industry, and was determined that locations would be limited to the construction of small plants.

● **Court roadblock.** The question came up in 1961, when Milwaukee purchased the 87 acres north of the country club. The railroad's ID men were looking ahead to a fast-growing need for plant sites. They decided the additional acreage would suitably complement the original country club purchase.

Later that year, the railroad obtained permission from the Illinois Commerce Commission to build the spur across York Road. But soon after that, in early 1962, the commission's ruling was reversed in a court action brought by the community. Village officials wanted a clear indication of how the area would be developed. While the ban on the spur construction was in force, railroad and village representatives held a series of meetings through which they eventually reached agreement on the development plans.

In addition to assuring Bensenville officials that only light industry would be located in the park, Milwaukee hired a land-planning consultant to design a buffer zone between residential and industrial areas. Prescribed for the buffer area were office buildings and research facilities. After public hearings were held, Bensenville residents approved the final plan for Hiawatha in the spring of 1966. That same year, the village passed ordinances to annex the entire area to the community. Zoning for light industry also was legislated. After all this was accomplished, Milwaukee hired an engineering consultant to plan improvements and facilities for development of the area.

Bensenville President Steging is strong in his praise for "what can be accomplished when a developer understands a community's problems and takes them into consideration when he's laying out the land." He's also pleased with the way problems, big and little, have been attacked. As one other example, Steging notes, "we ran into a problem in bringing the tracks into the industrial area. The proposed location would have put the track between two buildings of one of our major industries. Again, through a cooperative effort by all parties—and I certainly compliment the railroad for its efforts—the railroad right-of-way into the property was relocated."

● **Meanwhile, action.** During the time that the railroad and the community were negotiating the nature of the development, independent actions were under way by Klefstad and Clearing for acquisition of their districts.

The York Road crossing became the first item on the construction schedule, and was completed late in 1967. For this, Milwaukee also had to deal with the City of Chicago, because by the time all the community questions had been settled, Chicago had extended the O'Hare airport so that the proposed spurs would cross a narrow strip of city property.

The 1960 purchase of the Mohawk Country Club was made by a railroad subsidiary, the Milwaukee Land Company. At that time, the railroad made an effort to get the area annexed to the village, but specific plans were not formed then.

Actually, the railroad first came into the picture in 1955, when a group of private investors took options on 1,200 acres embracing the present industrial site. This group then queried Milwaukee about rail facilities to serve what at that time was being called the Bensenville Industrial District. However, no agreement was reached.

Illinois owes thanks to railroads

More, perhaps, than any other state, Illinois owes its industrial/commercial development to railroads, and the big push westward which began 130 years ago.

This year, the state is staging a 150-years-of-state-hood celebration—and the Illinois railroads are letting people know about railroads, with a bit of the past and a lot of the present and future.

The big item in the '68 railroad show is a film, "Railroads—Route of Illinois Progress," sponsored by 24 rail lines serving the state. Thus far, it's had close to 200 showings; at least 50 more are scheduled, through next February.

The story is an impressive one. There is Chicago—still, probably, the railroad center of the world, with its terminal district covering an area larger than Rhode Island. Almost 11,000 miles of rail line lace the state, which gives Illinois No. 2 rank in rail mileage. There are the vital rail centers at East St. Louis and Peoria.

● **Helping to write history.** And there is the industry's contribution to the state. As the film narration puts it, "The railroads helped write the history of this state. And the railroads will help shape the future of Illinois. Railroads—an industry that helped make a state happen. . . . Because trade follows transportation, the railroads of Illinois bring industry to sections of the state where such an idea of business was once only a dream. But the railroads have made the industrial dream of Illinois come true."

The film itself carries out the drama—with a sequence shot from a helicopter of rail streaking past, followed by a swift lift to show a huge industrial plant rising in the countryside, a Chrysler plant at Belvidere, perhaps, or a Jones & Laughlin steel plant at Hennepin.

Keynote for the whole production comes from Otto H. Kerner, governor of Illinois until he resigned recently to accept appointment to the U.S. Court of Appeals. The governor's message: "Illinois and the railroads, the railroads and Illinois. During this celebration year, it is proper that each salutes the other. Without the railroads which made Chicago great, Chicago might not have happened in the big way it did. And East St. Louis—well, it might not have happened either. Railroads played a key role in the history of Illinois—and they are set to play a key role in the great future."

BURLINGTON is giving top priority to its ID efforts. Here, CB&Q President William J. Quinn (right), and George F. Defiel, director-industrial development, check a major ID project on aerial photographs of the site.

IN THE AIR, as on the ground, ID planning goes on. At work in the road's Grumman Gulfstream are (left to right), E. L. Simmons, vice president, Fort Worth & Denver; L. G. Key, CB&Q general manager-real estate; and Earl Collings, vice president, Tatham-Laird & Kudner, Burlington's ad agency.

INDUSTRIAL DEVELOPMENT

A granger road hoes a new row

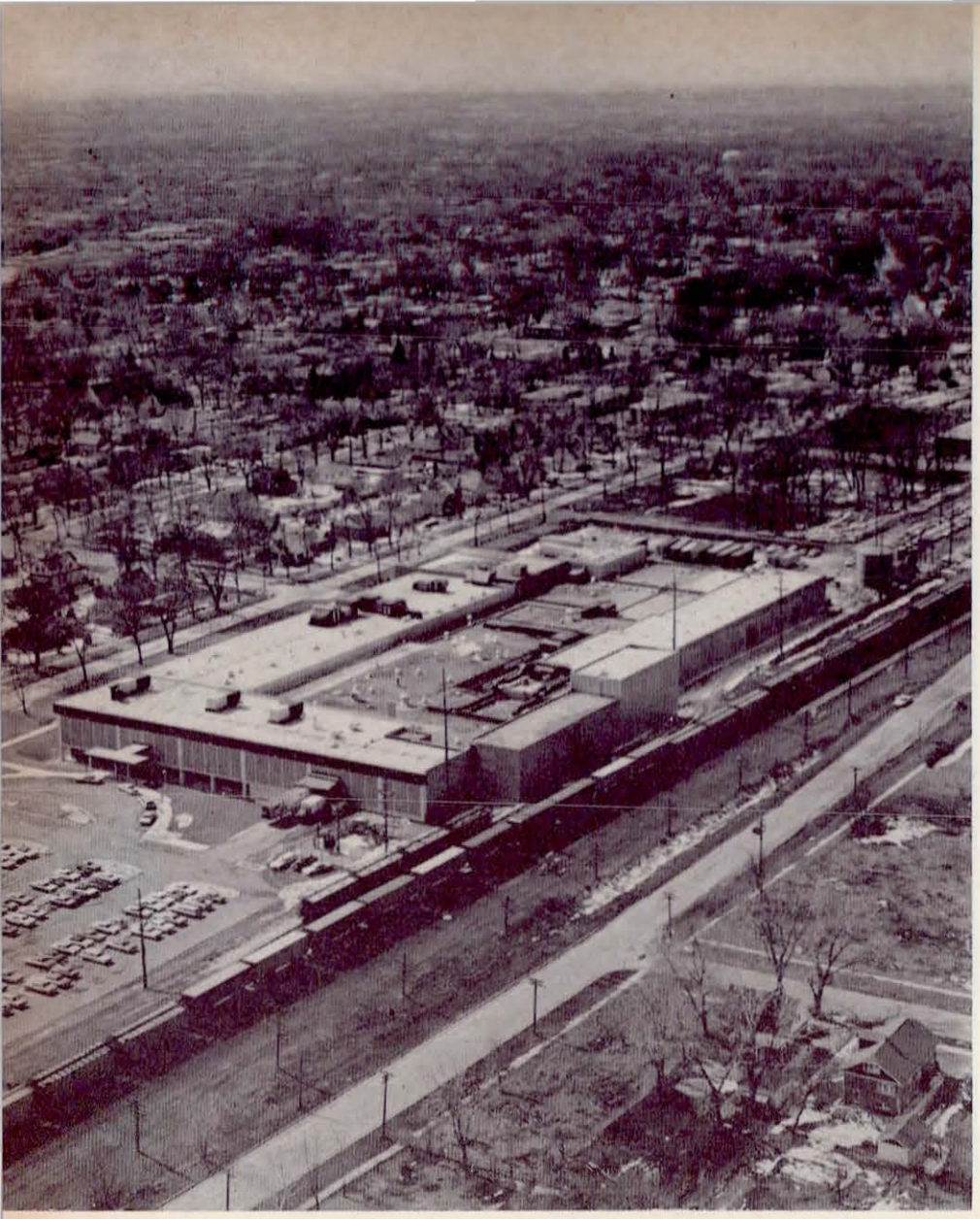
What moved at leisure three years ago on the Burlington now runs in a well-planned rush: Industrial development, that is. However, there's no panic and no waste. Behind the railroad's coolly-managed campaign for new industry is the realization that competition for plant locations now is too hot to cope with in any leisurely fashion.

For Burlington, that realization has produced a reorganized ID force that reports directly to the president, a highly-professional advertising campaign, a company plane that takes to the air for ID purposes—and some promising traffic results.

The competition for industrial tenants is coming just as fast from communities as from other railroads. And Burlington has a couple of extra reasons for making a strong entry in the race. The first is the line's historic role as a major granger railroad. The second is its character as a high-speed bridge railroad. Both factors contribute to an unbalanced traffic-revenue picture that the railroad hopes to improve upon through the ID operation. What's being aimed at through the location of plants on-line is a reduction in the line's dependency on farm traffic, and on "overhead" moves that neither start nor end at Burlington points.

● **Looking for a leveler.** First, the farm problem. As William J. Quinn, Burlington president, says, "Basically and historically we are a granger railroad. We decided we had to start looking for ways to level the results of the cyclical nature of our agricultural traffic."

The importance of that reasoning can



SUBURBAN INDUSTRIAL DEVELOPMENT

Pepperidge Farm built a plant on the Burlington at Downers Grove, Ill., above, providing both new traffic and new jobs.

be seen by a look at current revenue figures. In first-half 1968, Burlington's revenue from grain traffic was down 37% from 1967. And revenue from hauling farm implements was down 28%. Nevertheless, total revenue for the period was up slightly from last year. Although it's impossible to determine exactly how much the ID operation contributed to maintaining revenues, "Shipments from new plants located along the Burlington have been instrumental in offsetting the decline in agricultural-related traffic," Quinn says. Cement haul revenues, for example, were up 41%. And one big plant that started operating in late 1967 after location by Burlington ID personnel was the $55-million Dundee Cement mill at Clarksville, Mo.

• **How to build.** But Burlington is a bridge line, too. One way to offset farm-traffic dependence might be to concentrate on overhead movements. The railroad gets about 26% of its revenue from high-rated overhead or bridge traffic that moves across Burlington between Chicago and the Rockies. Burlington officers think 26% is not yet enough, and they're out to get more. Still, there remains the possibility of building other traffic categories. And ideally, local traffic, which both starts and stops on Burlington lines, is a logical target. But also important from the car-supply standpoint is traffic that terminates on the Burlington. As far as revenue from traffic that originates on-line is concerned, there's already a healthy 27%. For local traffic, the figure is 26% and for terminating traffic, 20%.

Burlington's ID effort clearly is directed toward achieving higher revenues from more traffic originated and terminated on-line. "Our lifeblood is finding people to come and locate plants on the railroad that will provide business for us," Quinn says. And the search is selective: "We are trying to attract industries whose business goes in the same direction that Burlington goes. In other words, we're not too interested in locating an industry in the Chicago suburbs whose traffic will move to the East Coast."

Speaking at a transportation management conference earlier this year, Quinn talked about railroad ID efforts and noted that, "Until recently, the pace was quite leisurely." But for Burlington, the pace speeded up early in 1967 when Quinn put together the Industrial Development and Agriculture Department and the Land Department, merged them into the new Department of Industrial Development and Real Estate, and placed them under George F. Defiel, who reports directly to Quinn.

• **How I moved.** "A new push was needed. Industrial development very definitely is a major part of Burlington's management strategy, and the operation needed new emphasis and authority. There's nothing inviolate about who the ID men report to, but for now they'll report to me. This may be changed, in time," Quinn says.

Is it working? What results are there? One that Quinn likes to mention is the $1.5-million traffic revenues (1967) from the 48 industries of Burlington's Paseo industrial park in North Kansas City. The 400-acre park now has less than 75 vacant acres. And the railroad has opened a 540-acre "replacement" four miles away for development within three years.

In the reorganization, the real estate department became a more closely coordinated service arm of the ID department. Real estate's contribution to the ID effort is carrying out sales and purchase assignments after the industrial development people decide what should be bought, sold or leased.

George Defiel has no doubt about the nature of his job: "Our whole mission is to produce more traffic. We naturally would like to get more terminating traffic, in order to gain better control of cars."

In addition to traffic revenue, there's also a slight profit from land sales. Burlington seeks a small return on the cost of original land purchase and development, but "We would not be in business long if we depended on what we make on industrial land sales," Defiel says.

Right now, Defiel says, the Burlington has about 4,000 acres of industrial property in various stages of development. Sites range in size from 20 to 600 acres. As tenants take land, Defiel's group looks for new property to replace what's been sold.

An additional 6,000 acres along the railroad are under active development by private owners or local development organizations. Burlington helps to promote these sites as actively as it does its own.

● **On to Naperville.** Like the Kansas City sites, one of Burlington's hot new ID areas is the 600-acre Naperville complex just west of Chicago. The park is three miles south of the Atomic Energy Commission's nuclear accelerator site that is expected to bring extensive industrial and residential growth to the area. Already under constructon in Burlington's park at Naperville is a 50-acre, cereal-plant complex of the National Biscuit Company.

Burlington is banking on the park's position as one of the few remaining large locations for heavy industry in the Chicago metropolitan area. It's well positioned near the East-West Tollway and state and U.S. highways.

Naperville will be the subject of Burlington's first advertising to focus on a specific industrial site. Through 1967 the railroad conducted a campaign of print ads and humorous radio commercials that dealt with the ID operation in general. The Naperville advertisement will run in major newspapers, general business and trade magazines through the rest of 1968.

Defiel says that while it is difficult to pinpoint results of the advertising, "there is no doubt that the great increase in inquiries and leads we've had is attributable to the fact we've made no secret that the Burlington is interested in industrial development in a big way."

● **Up, up and away.** The Q's Grumman Gulfstream, in fact, may well be one of the best-known corporate planes in the country. It's been featured in three separate ads in national publications, including a four-page insert in a top general business magazine. (Actually, says Defiel, the insert was something of an afterthought. To emphasize the importance of ID in its annual report of 1966, Burlington used a scale system map showing all industrial locations and the airports closest to them—an abrupt change from the conventional passenger-timetable map normally used. The map produced so much comment that Burlington decided to make it into a four-page, four-color advertising insert for magazine use.)

The turbine-powered Gulfstream itself is a versatile machine, capable of using 4,000-foot runways—which means that Defiel can fly site-seekers to virtually all of the industrial properties that the Burlington owns.

The plane, Defiel concludes, "is one of the backup services you simply must have today if you're going to be in the industrial-locations competition. Executives and their site-selection committees aren't willing to spend a lot of time away from the home office. You have to show them what you have in one day—or they'll find someone who will."

NP and GN plan long hauls for coal

It's not every electric-power generating plant that brings in its fuel from more than 800 miles away—but Minnesota Power & Light will begin doing just that next year, with unit-train service via Northern Pacific/Great Northern all the way from Montana to Cohasset, in northern Minnesota.

Eventually, about two million tons of low-sulphur, sub-bituminous Montana coal will be moving to the MP&L plant each year. First coal will be brought in for an existing 140,000 kw power plant. But next year, MP&L will break ground for a new 350,000 kw generating unit at Cohasset. This $52-million project is scheduled for completion in 1973, and the NP/GN unit trains will then hit their two-million-ton peak.

● **NP, GN pitch in.** Equipment for the unit trains will be owned by the two railroads, with ownership pro-rated according to length-of-haul. Present plans call for use of three 92-car trains, each capable of delivering 10,000 tons of coal to the power plant. Four trains per week will be operated into Cohasset.

Trains will originate on NP at Colstrip, Mont., and operate over NP rail to Moorhead, Minn. GN will take the coal the rest of the way. Cars will be aluminum-body, steel-underframe gondolas, equipped with swivel couplers for rotary-dump unloading.

Minnesota Power & Light did not go into this vast expansion plan cold. Several years ago, a Department of Interior study began examining three possibilities for bringing low-cost electric power to the MP&L area of Minnesota. Nuclear-fueled power plants were covered. So was installation of large thermal units using coal. So was purchase of surplus power generated in Canada.

Coal came out on top—and the decision may mean quite a bit, not only to power users in Minnesota but also to railroads serving the coal/lignite fields across the northern tier of states.

● **"A major breakthrough."** NP President Louis W. Menk and GN President John M. Budd call the MP&L decision and the unit-train operation "a major breakthrough in the utilization of vast deposits of fossil fuels found in North Dakota and Montana. North Dakota, for instance, has reserves of 351 billion tons of lignite. Montana has about 88 billion tons of lignite and 132 billion tons of sub-bituminous coal."

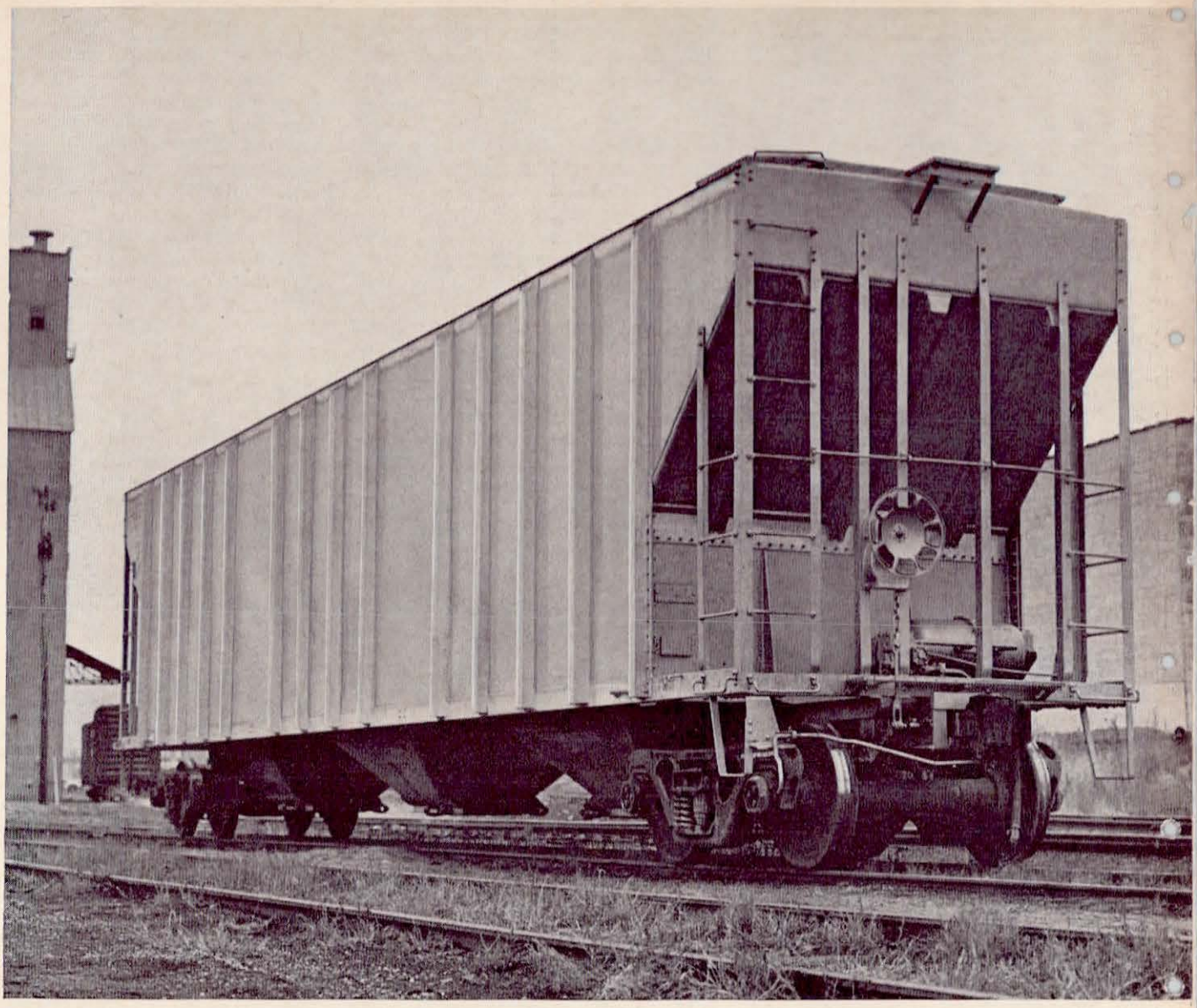
Movement of Montana coal to Cohasset, Menk and Budd say, "will provide NP and GN a showcase demonstration of the marvelous efficiency of the unit-train concept."

(The two railroads, it should be noted, are no strangers to unit-train operation. NP has the experience gained from operation of North Dakota lignite unit trains, GN from unit-train movement of Minnesota taconite.)

There were, apparently, several key factors in MP&L's working out of a final plan. One, as Menk and Budd note, was "imaginative pricing of rail services, made possible in part by unit-train operation." Another was aggressive competition among coal companies, with Peabody Coal Co. coming out ahead. According to A. H. Herbert, chairman and president of MP&L, "perhaps even more important than the large investment in new plant facilities is the long-term contract worked out with Peabody Coal and arrangements made with NP and GN for delivery to the MP&L system. These will bring about a substantial reduction in our fuel costs and will be a major factor in keeping power rates competitive in our service area for the near- and the long-range future."

● **A problem solved.** Herbert notes that one of MP&L's most critical past problems has been the comparatively high costs of fuel in northern Minnesota. Now, he says, with MP&L in a position to build a plant requiring high fuel volume and with the coal companies and the railroads working with the power company, "we feel that at long last we have achieved a breakthrough in high fuel costs."

In MP&L's own power-source studies, a number of specific alternatives were considered—including coal vs nuclear power, eastern coal vs lignite, lignite vs sub-bituminous Montana coal. "With favorable costs of coal and railroad transportation," Herbert concludes, "our studies showed that expansion of the plant at Cohasset and use of the Montana coal were best at this time for the MP&L system."



This car will work 11 months more..

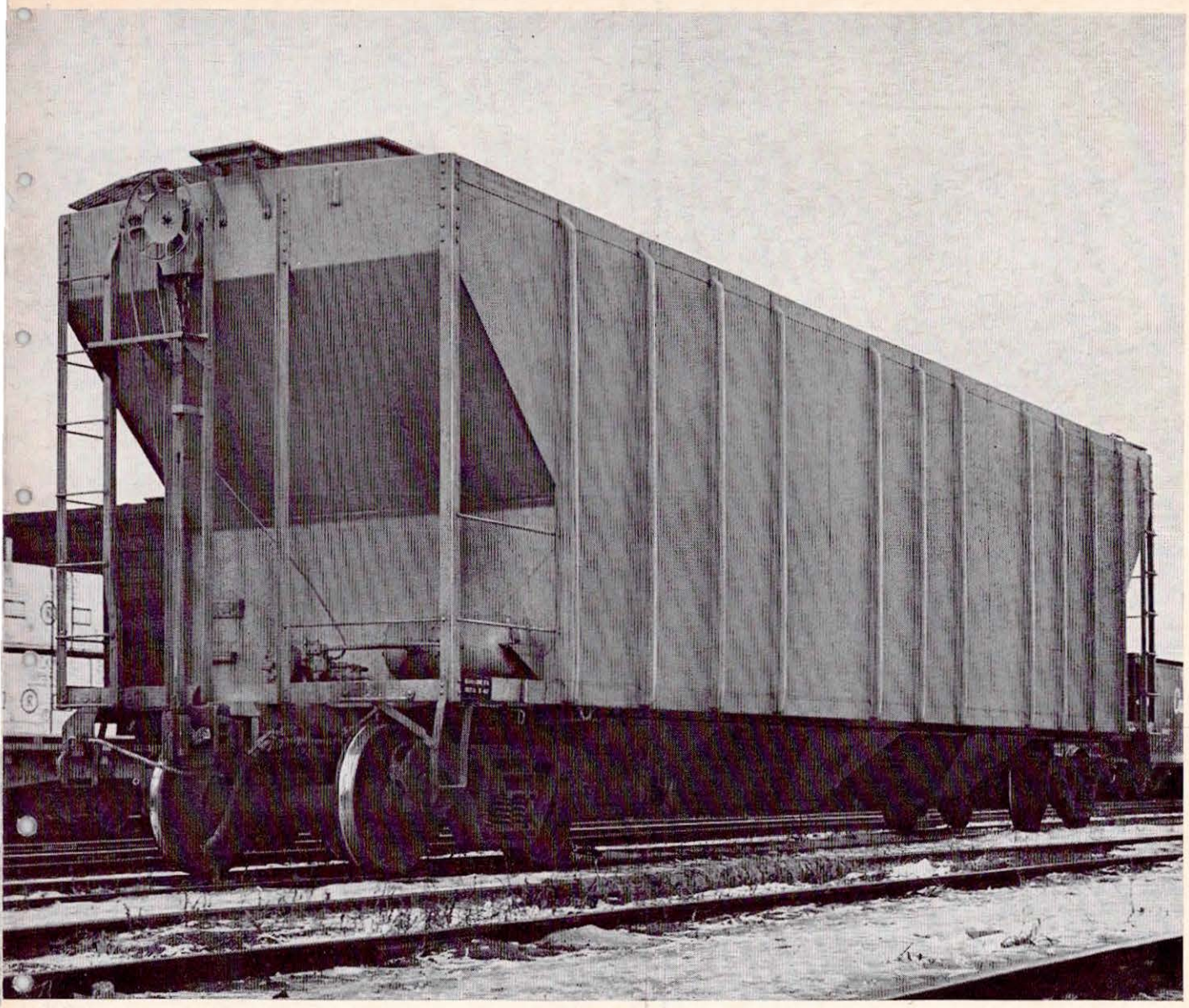
Aluminum-body covered hoppers need no lining,

One of the important differences between steel and aluminum-bodied covered hoppers is a difference you don't see right away. Most steel covered hoppers have interior linings and need re-lining and lining patch-up after a few years of normal service; aluminum cars don't.

This simple fact can mean a difference of *11 months* in utilization during the first 15 years' service of the two cars. Steel cars can expect to have that much down-time for re-lining and lining patch-up in their first 15 years. This was emphasized recently by Mechanical and Transportation Departments of four major railroads. First, these railroads agreed that steel covered hoppers needed complete re-lining every 5 to 6 years, at a cost of $700 each. Interim lining patch-ups were also needed about every 2 years, at a cost of $100.

Average down-time involved for each re-lining or lining patch-up was 7 weeks, including movement to shipper who rejects the car, to the shop where lining work is done, time lost waiting for position in the shop, and back into service. Over 15 years, this adds up to 11 months. Still another cost to be considered is the loss of business while the car is being repaired.

Aluminum-body cars would be working and earning while their steel counterparts are in the shop, because they do not rust, they resist corrosion, clean eas-



than this car in their first 15 years.

save down-time, offer higher utilization.

ily—need only simple hosing and sweeping to stay clean . . . *never need costly interior linings.*

Aluminum cars earn more, too, when they're in service. They carry less deadweight, more payload. They earn higher per diem rates in off-line service, and have over $2,000 more scrap value than steel cars.

Investigate all the benefits these cars offer with the leader, Reynolds. Reynolds pioneered in developing aluminum for the railroad industry, still supplies more of the metal for railroad equipment than any other company. Contact your man at the local Reynolds office or write *Reynolds Metals Company, P.O. Box 2346-TM, Richmond, Virginia 23218*

Before you order covered hoppers, consider these facts:

1. Aluminum-body cars need no linings, offer higher utilization.
2. Aluminum-body cars resist corrosion, never rust, are easy to clean out.
3. Aluminum-body cars carry more payload.
4. Aluminum-body cars earn more off line per diem.
5. Aluminum-body cars reduce operating costs.
6. Aluminum-body cars have high scrap value.

REYNOLDS
where new ideas take shape in
ALUMINUM

aluminum

MEMBER RPI

Circle 17 on coupon page 62

AUGUST TRAFFIC POLL

1. **Is your Traffic Department consulted when your company is considering relocating plants, constructing new facilities, or establishing new distribution centers?**
   YES ..... 71 NO 1

2. **When such changes are decided upon by your company, to what extent do you work with railroad traffic or industrial development departments?**
   ALWAYS ..... 40 SOMETIMES .... 29 NEVER 0

3. **When you consult railroads on such matters, is their assistance**
   VALUABLE ..... 68 INDIFFERENT 2 USELESS 1

4. **If you represent a chamber of commerce, a trade association or a similar organization, how helpful are railroads in locating new industries in your area?**
   VALUABLE ..... 11 INDIFFERENT 1 USELESS 1

Note: All respondents did not reply to all questions.

Do TM's have the OK on ID?

According to respondents to this month's poll, traffic managers do have a say in where their company plans to put up a new plant. And the railroads are usually called upon for help.

When top executives of an industrial firm sit down together to consider relocating a plant or building new facilities, chances are a member of the company's traffic department is sitting at the table with them to offer his advice.

The overwhelming number of respondents to this month's Railway Age poll say this is the case (71 said yes, one said no). And, adds the majority of those who answered the poll, when relocation or a new plant is being proposed, railroad traffic or industrial development men will be called upon to work with the company.

● **Railroad advisors.** Industrial people who do go to the railroads with requests for assistance in finding the right piece of property, at the right place and at the right price, come away with valuable advice, according to traffic men who answered the poll. Only one questionnaire answerer characterized railroad industrial development as "useless."

Other traffic men had different views. "In many instances, plant site property has been purchased from or through railroads," says Percy T. Brewbaker, director of transportation and distribution for Hooker Chemical Co., New York.

The general traffic manager for the giant F. W. Woolworth Co., G. W. Albertson, makes an interesting point on the role of transportation in influencing plant site selection:

"While utilizing railroad assistance in locating new plants is still desirable and helpful in our opinion, this is not nearly as essential as in the past because of developments in truck transportation, rail TOFC, and, perhaps more in the future, the use of air modes of transportation."

● **Railroads lauded.** John B. Hedges, traffic manager for the Manufacturers Association of Connecticut, has high praise for the activities of the New Haven's industrial development men.

"I would certainly have to say that the predominant railroad in our state has been extremely active in attempting to bring new industries into the area. The people of the railroad charged with that responsibility seem willing to run down every possible lead to supply

information, and when they are successful, to serve the newly located company."

John E. Bellwoar, traffic manager of Philadelphia's Paper Manufacturers Co., said all three of the company's plants have been purchased and located with the assistance of railroad industrial development and real estate departments.

The traffic manager of a large manufacturing company pointed out that while his company's existing plants were built prior to the creation of the company's traffic department, his firm would definitely seek railroad assistance in any plan to relocate a plant or build new facilities.

Both railroads and electric utilities were cited as being particularly helpful in aiding industrial development by Dwight L. Kuerber, executive secretary of the Coal Traffic Bureau, Pittsburgh.

● **Seeking the site.** When it comes to looking for a new industrial plant site, many companies like to go about the business quietly to avoid land speculation and other problems. Says Anheuser-Busch's vice president of traffic, Hugo Waninger; "In all of our preliminary investigations, in determining desirable locations, reviews are made in great secrecy and generally we do not get into the discussion period with the Chamber of Commerce or railroad traffic or industrial departments until our analyses have become more solidified. Consultations on locations with local groups are held to an absolute minimal amount."

J. Robert Morton, director of corporate transportation and distribution for Combustion Engineering, Inc., Windsor, Conn., takes a less guarded approach to the problem of plant location. "We find the confidentiality of the railroads to be above reproach. They will make studies, surveys, contact individuals, industrial developers etc. and keep our confidence."

While most traffic men, then, are considered prime advisors in any discussion involving plant locations (according to poll respondents) the Connecticut Manufacturers Association's John Hedges suggests that unfortunately this may not always be the case. Says Hedges: "I must say that I have heard from my transportation colleagues many disheartening experiences of the relocation of distribution centers with no apparent thought given to consulting traffic people.

"I have noted that this is most apt to be true with sales-oriented manufacturing organizations producing articles which have a high markup, which apparently makes them somewhat indifferent to transportation economies. However, when these organizations get themselves in a location where it is difficult to get good service, they certainly lose no time in blaming the traffic department." ■

ROBERT G. LEWIS

AS THE PUBLISHER SEES IT:

Commuter service: Plus for site selection?

According to the Department of Labor, more than half of all industrial plant constructed between 1954 and 1965 was built in the suburbs. "The central city is becoming less and less a center for production of goods," says HUD Secretary Robert Weaver.

Many suburban communities have wooed these industries to help them with their tax burdens, but they have taken measures, such as zoning, to make sure that the blue collar workers needed by these industries go home after working hours. The core of the work force needed for these plants, and especially Negroes, must continue to live in the cities.

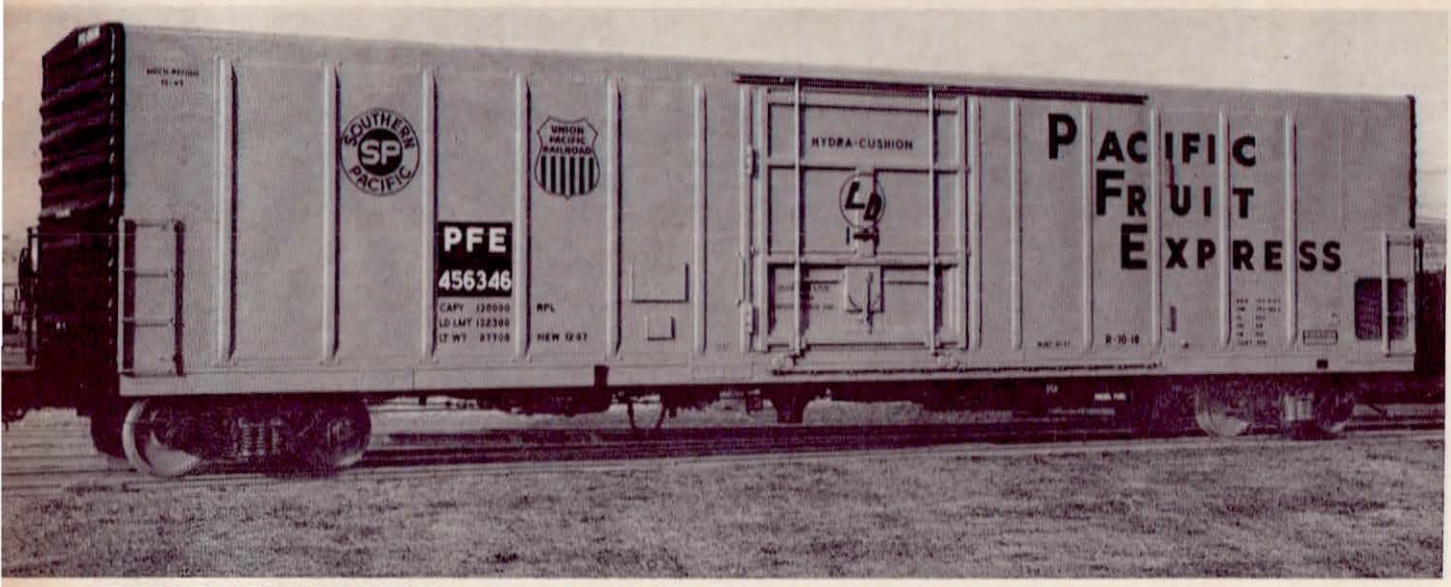
Since availability of an adequate labor supply is often a major factor in attracting industry, doesn't the railroad with a good commuter service offer an extra attraction to site seekers? Most commuter trains presently run into the city in the morning, and out at night, but the economics of providing this service would be helped by development of a reverse flow of traffic using equipment, physical plant and personnel already available. Good service throughout the business day is also an attraction for visitors coming to plants, and for plant personnel going to and from center city.

Existing commutation fares generally are too high to come out of blue collar paychecks. But there is already a trickle of reverse direction commuter traffic, mostly by domestics, and the housewives who hire these blue collar girls from the city pay their commutation. Reverse direction commuter fares may have to be lowered, or industry, like the housewife, will have to subsidize them.

One problem now is the great decentralization of industry within

the suburbs, which means that workers who use the train to suburban communities often have to fan out by bus to industry sites. A prime location for industrial parks would be adjacent to commuter lines. So just as most commuter services now bring white collar workers from their homes in the suburbs to their work in the city, reverse commuter trains could take blue collar workers from the city to their employment in the new suburban industries. It is widely recognized that the lack of public transportation inhibits employability of city dwellers, so perhaps it is not far-fetched to look for poverty-program money, at least for demonstration purposes.

A few weeks ago this publication observed that the passenger train could no longer be justified as a showcase for shippers (RA, Aug. 12, p. 6). On the other hand, maybe commuter service, where railroads are obliged to run it anyway, can be a positive factor in attracting industry to railroad sites.



VERSATILE REFRIGERATOR CARS will move perishables East, general merchandise West.

PFE adds 400 new reefers

The 70-ton cars feature new damage-prevention interiors and external thermostats.

Refrigerated transportation has long been the prime function of Pacific Fruit Express—and today, increasingly, it is mechanical refrigeration for PFE. This car line, owned jointly by Southern Pacific and Union Pacific, is now adding 400 new mechanical cars to its fleet, bringing PFE ownership of such equipment to 9,500.

In addition to the mechanical cars, PFE operates over 3,200 mechanically cooled piggyback trailers and containers, newest of which are an order of 100 meat-rail trailers delivered early this year. According to L. D. Schley, vice president and general manager, PFE is continuing to acquire and use the best and latest available equipment with the goal of providing highly flexible, economical and diversified transportation services.

• **Two-way haul.** Each of the new 50-foot refrigerator cars accommodates 70 tons of payload in over 4,000 cubic feet of loading space, assuring low per-package transportation cost for heavy loading. The cars are designed not only for shipment of all types of perishables eastbound, but also for westbound movements of general merchandise. Such versatility promotes intensive car utilization, serving to reduce overall transportation costs to shippers.

The cars have 9-foot door openings to facilitate lift-truck (and other mechanical) loading and unloading. To prevent shifts of lading, four half-width load dividers can be locked at any desired location along the length of the car when not in use, the dividers are usually secured, two at each end. Cushion underframes absorb impacts, affording further protection for fragile freight.

• **Heavy insulation.** Insulation is polyurethane foamed-in-place types, applied 5 inches thick in the car walls, ends and roof, and 4 inches thick in the floor. Interior car lining is a special corrugated fiberglass-reinforced plastic.

The "wavy pattern" of the corrugations was especially designed to prevent any damage to lading if loads should shift. Previous designs with vertical ribs would allow corners of shifting cartons to push against the ribbing and damage either the load or lining. PFE engineers designed the wavy configuration to allow "give" and permit cartons to slide along the lining. Schley notes that it has been effective and has since been adopted by other car and trailer owners.

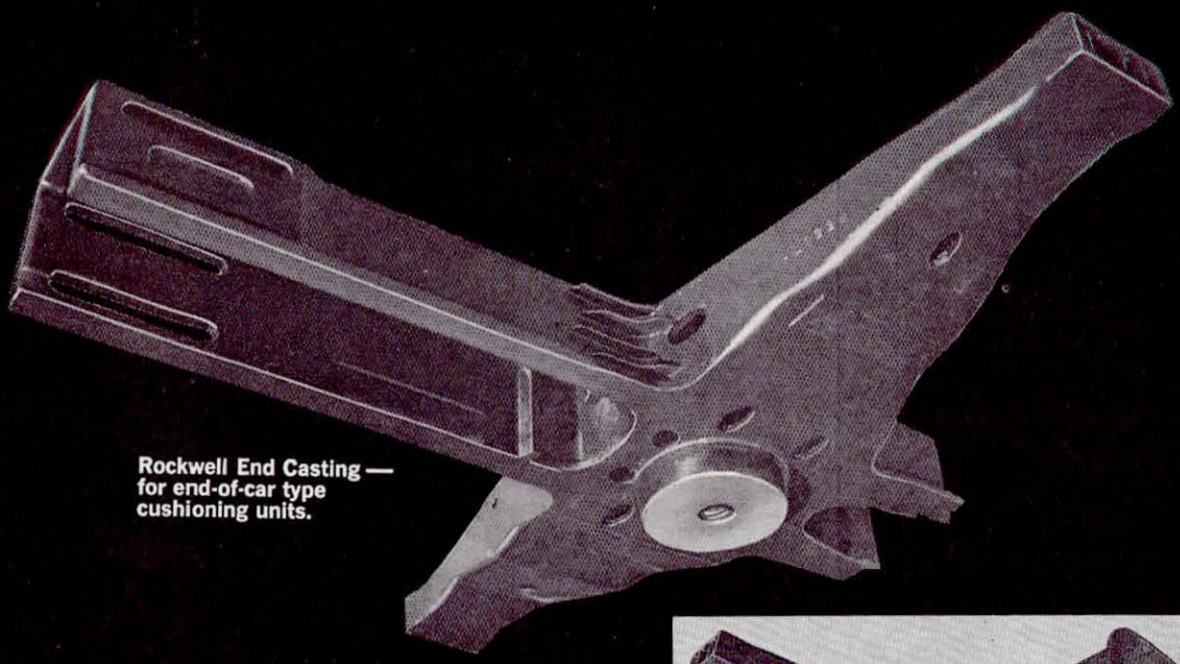
The cars have an inside length between end linings of 50 feet 9 inches; an inside width of 9 feet; and inside height, floor to load-divider rail, of 9 feet. The light weight is approximately 87,000 pounds. Two 250-gallon fuel tanks are mounted on the underframe, permitting extended operation between fueling stops.

The diesel-electric refrigeration system is designed to control temperature at any point from 70 degrees F to below zero. Its capacity, in excess of 20,000 BTU per hour at zero, is about double the refrigeration needed to hold a lading at zero in a 100-degree ambient. The general design is similar to that of PFE cars produced during the past few years, including multi-speed operation of the diesel-generator as a means of controlling refrigeration output for fresh and frozen foods.

• **Temperature settings.** One feature of PFE cars is their thermostat which, in addition to the regular dial face and pointer, incorporates a scale around the edge of the knob enabling the temperature setting to be read from outside the car. This eliminates any need for an inspector to enter a car for checking the setting and permits inspection of loaded cars where entry is prohibited. This thermostat, plus dial thermometers on both sides of the car, make possible more complete inspections during a trip.

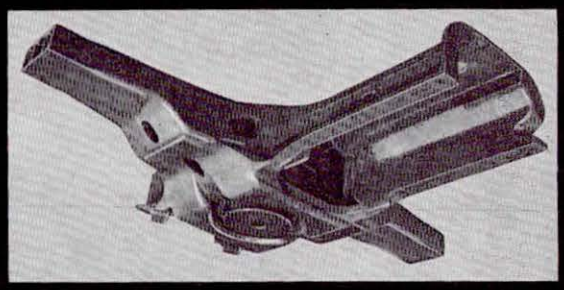
The roller bearing trucks have 3-11/16-in. spring travel and built-in snubbers. The geared hand brake is of the quick-release type with the release handle extending to the bottom of the housing where it is operable from the ground.

While PFE had expected to have all its new cars in service, a protracted strike at the plant of the builder, Pacific Car & Foundry, has delayed deliveries. ■



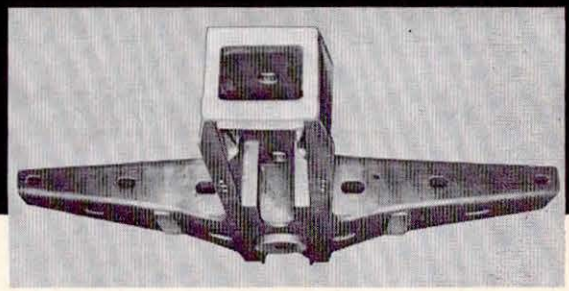
Rockwell End Casting — for end-of-car type cushioning units.

this is the end!



Rockwell End Casting — for standard draft gear pocket.

Rockwell End Casting — for sliding center sill.



■ Rockwell underframe end castings measure up to the increasingly rigid standards of leading railroads.

Carefully cast of selected steels to meet AAR specifications . . . designed with extra strength where it's most needed . . . precisely manufactured to strict specifications, Rockwell Underframe Ends can be built into new cars or easily installed on older ones. Repeated impacts and shock loads of coupling and high speed runs are effectively absorbed, eliminating failures and reducing maintenance costs.

Start your next car program off at the end. Stop maintenance problems — design with confidence by specifying Rockwell cast steel Underframe Ends.

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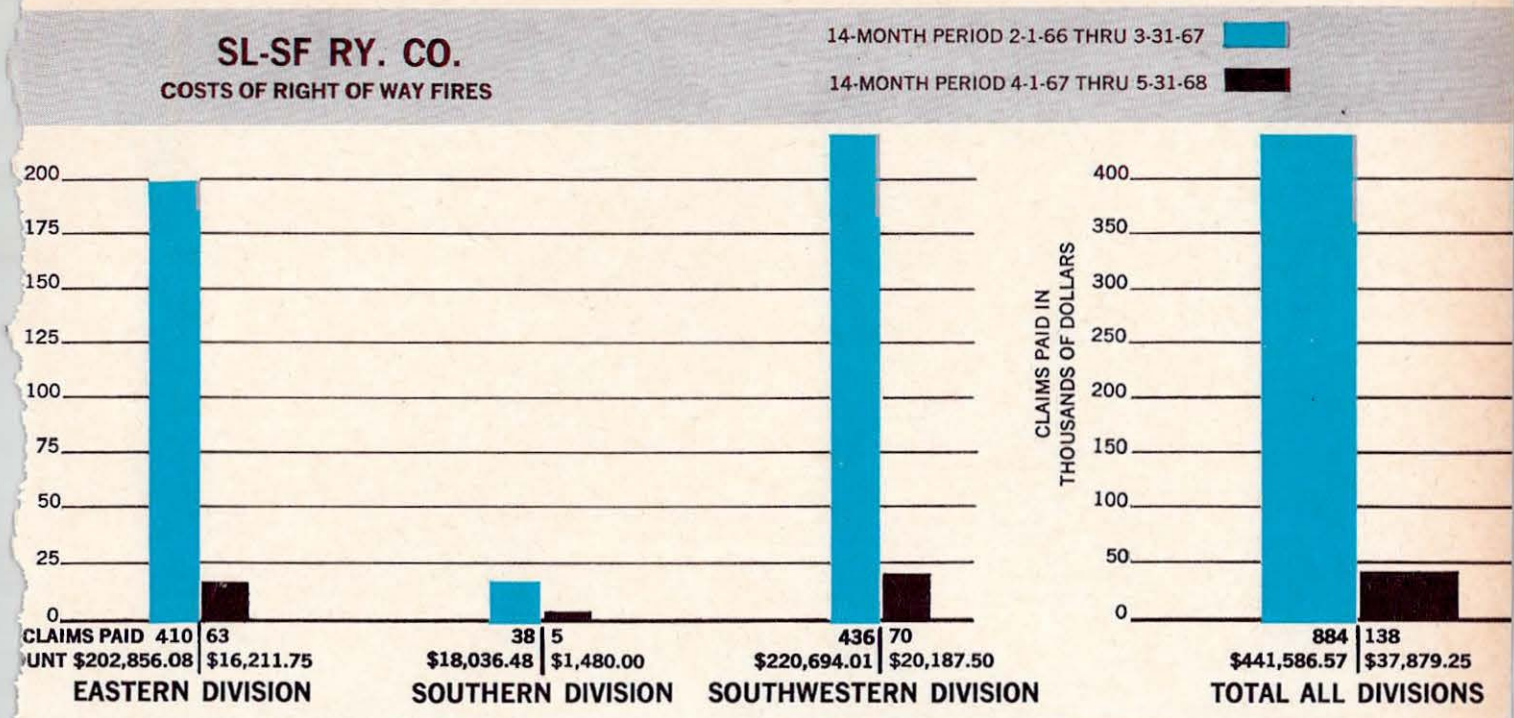
We'll handle your 120 lb. shipments or your carload.

From LCL to the heaviest bulk commodity. Anything goes on Seaboard Coast Line. That's what we're in the freight business for. To give shippers as broad a range of services as they need. No matter what your product is, its size, or destination, we have the equipment and know-how to move it quickly, economically, and dependably. Try us. You'll see.

SEABOARD COAST LINE RAILROAD SCL

Circle 37 on coupon page 62



Frisco squelches line fires

Spark-caused right-of-way fires declined after diesel air intakes were treated with lubricant.

In days of yore, when steam locomotives belched smoke and cinders over the landscape, the right-of-way fire was just one of those things. It was expected. Payment of fire claims could be regarded as a normal cost of doing business.

Dieselization improved the situation considerably—but not enough, by itself, to satisfy everybody. And Frisco now has come up with a bit of gadgetry which promises to make the railroad-caused trackside fire a genuine rarity.

Frisco's secret, if it could be called that, is the introduction of an upper-cylinder lubricant into the diesel-electric's air intake. Two types of atomizer device are being used—and the results are dramatic:

—In the 14 months before the lubricant was used, Frisco was hit by 946 right-of-way fire claims. Settlement of 884 of the claims cost more than $440,000.

—In the 14 months after installation of the fire-prevention equipment, the railroad got only 221 claims. Settlement, in 138 cases, has cost less than $38,000. And, Frisco notes, "with a few exceptions, claims for fires occurring after we began use of the upper-cylinder lubricant have involved locomotive consists which were not equipped with the new devices."

• **The usual—plus.** Like most roads operating in territory marked by dry conditions, Frisco takes the usual precautions, including the plowing of fire guards and the use of selective-burning techniques.

In the past the road had also experimented with various spark-arresting devices, designed to contain or break up carbon particles which might start fires if freed through the locomotive exhaust.

A carbon problem

Finally, however, the decision was made to go to the source of the problem. As Frisco's mechanical-department people put it, "we felt that the incoming air to the engine could be treated with an upper-cylinder lubricant containing certain additives which would greatly reduce the amount of contamination in exhaust gases resulting from combustion —and it is these contaminants which form carbon deposits in the exhaust passages and produce spark-throwing conditions."

First use of the lubricant technique was made almost four years ago, on a single switching unit of a type which was "subject to heavy accumulation of carbon deposits in the exhaust passages." Results with this one unit, based at Tulsa, indicated that the fire-preventors were on the right track. Fifteen other switch units operating in the Tulsa terminal got the same treatment, and Frisco then began installing the same equipment on road units in early 1967.

• **Installation, system-wide.** Priority, then, was given to GP7 road-switchers operating in Oklahoma, Kansas and Texas—areas with perhaps the driest climatic conditions in Frisco territory. Installations were later extended system-wide, and the road now has 153 road units equipped with intake-air lubricant-injection systems.

The first device used was a dripper-nozzle arrangement which drew on a 15-gallon lubricant supply tank installed in the short-hood section of the locomotive unit. With this system, the lubricant is metered at the dripper to release 15 to 20 drops per minute. Lubricant then flows to the nozzle, where it is atomized and forced into the intake air.

The second device used was developed through a cooperative effort by the railroad and an upper-cylinder lubricant manufacturer. This system eliminates the dripper arrangement and substitutes an atomizing nozzle with a fixed orifice which releases a constant amount of upper-cylinder lubricant to

(Continued on page 70)

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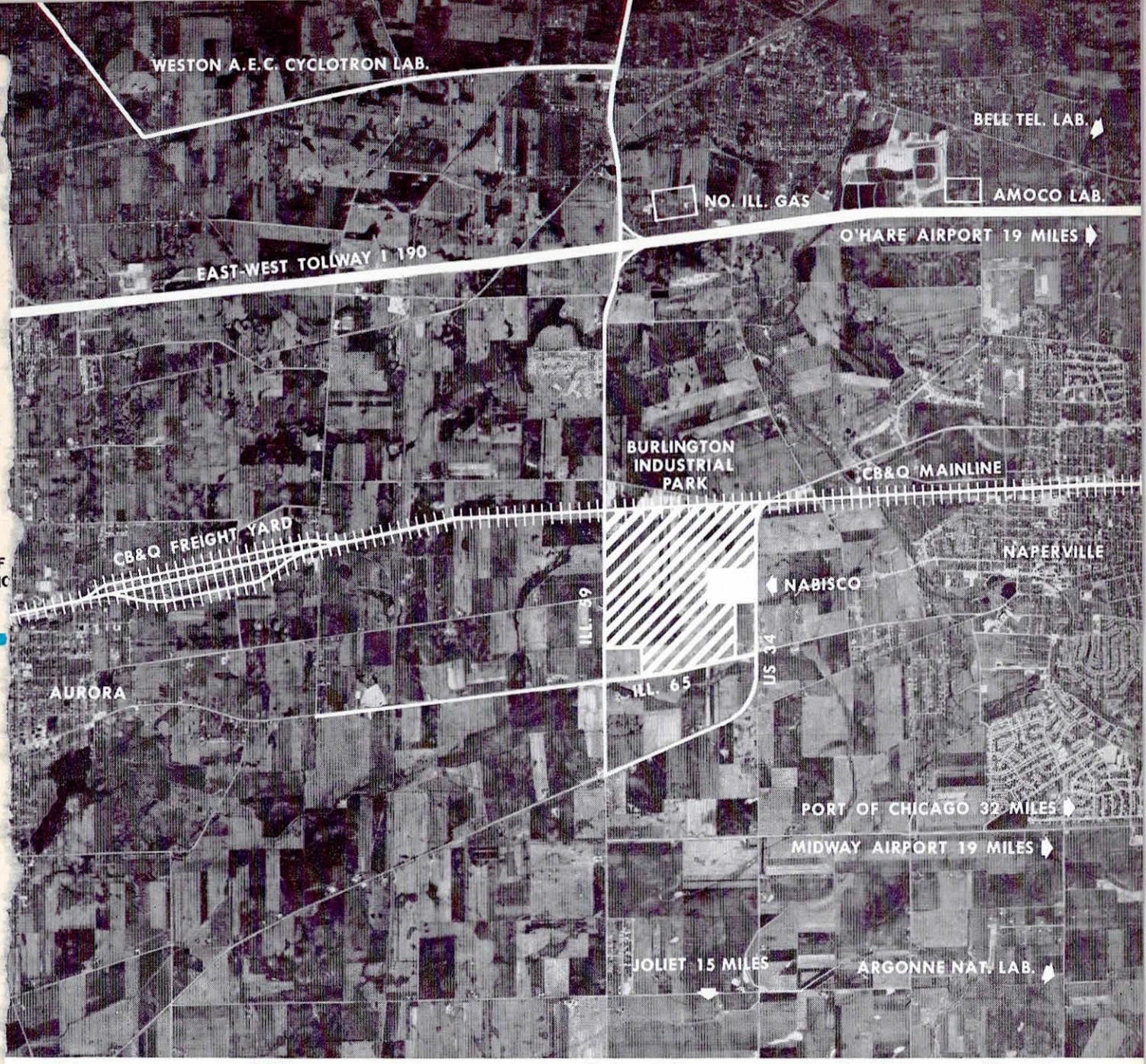
Consolidated Freightways serves thousands of communities on and off rail lines—door to door—on 90,000 miles of authorized routes across the nation and in Canada. When you need motor freight service, there is no substitute for this one-company, direct coverage. Let us send you a CF map in handy file-folder size, showing the location of all our 142 "service control-centers" and our direct routes. Address Map Folder, Consolidated Freightways, c/o 560 Mission Street, San Francisco 94105.



Naperville puts you in the middle of the nation. And the action. And tomorrow.

Locating in Naperville, Illinois, is giving lots of companies a headstart on tomorrow. This area is fast becoming one of the most important industrial complexes in the nation. It's one of the few choice areas left in the booming Chicago metropolitan region.

Recent settlers are National Biscuit, American Oil, Northern Illinois Gas, Bell Telephone, Argonne National Laboratory and the AEC's Cyclotron Laboratory. More companies are negotiating for sites right now.

What's drawing them to Naperville?

Transportation is one big reason. Naperville lies in the Chicago Switching District. Both O'Hare and Midway are less than 20 miles away by high-speed expressways. The Port of Chicago is 32 miles. The Burlington Railroad's main line and the East-West Tollway run smack through the area.

Labor supply is another reason. Naperville has Chicagoland's 3½ million labor pool to draw on.

There's also a plentiful gas supply. Lots of water. Ideal terrain for construction.

All this, plus a charming 137-year-old college town with good schools, churches, shopping centers, lots of housing. And fast, comfortable Burlington commuter trains to Chicago.

Naperville still has bargain sites. Especially in the 600-acre Burlington Industrial Park. It's zoned for industry. Utilities and streets are being installed.

George Defiel, our Director of Industrial Development, has all the details. He'll make Burlington's fast Gulfstream available to fly you and your executive committee into Naperville. Call him at 312-922-2345 for confidential arrangements.

Then you can be right in the middle of it, too.

Burlington Railroad

Want your ideas to carry more weight?

Use the wide range of USS high performance steels available, and hopper cars can gain several tons of payload per trip.

For example, USS COR-TEN A High-Strength Low-Alloy Steel is 40% stronger than carbon steel. It can be used in thinner, lighter sections to reduce weight without sacrificing strength.

USS COR-TEN A Steel has remarkable resistance to atmospheric corrosion—up to eight times that of carbon steel. It holds paint up to twice as long. And with corrosion damage accounting for the major portion of hopper car repair costs, USS COR-TEN Steel becomes a maintenance factor that can't be overlooked.

A lower-priced member of the USS Family of High Strength

Steels is USS TRI-TEN. It provides high strength and toughness, good fabricating and welding characteristics, and high resistance to fatigue.

USS EX-TEN High-Strength Low-Alloy Steel has a ratio of strength-to-cost better than any comparable material. An excellent weight trimmer that can permit thinner plates and sections, USS EX-TEN Steel also has good fabricating characteristics.

Any of these special steels will increase the durability and efficiency of the next freight cars you buy or lease. For more information, write United States Steel, P. O. Box 86 (USS 5625), Pittsburgh, Pennsylvania 15230.

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USS United States Steel

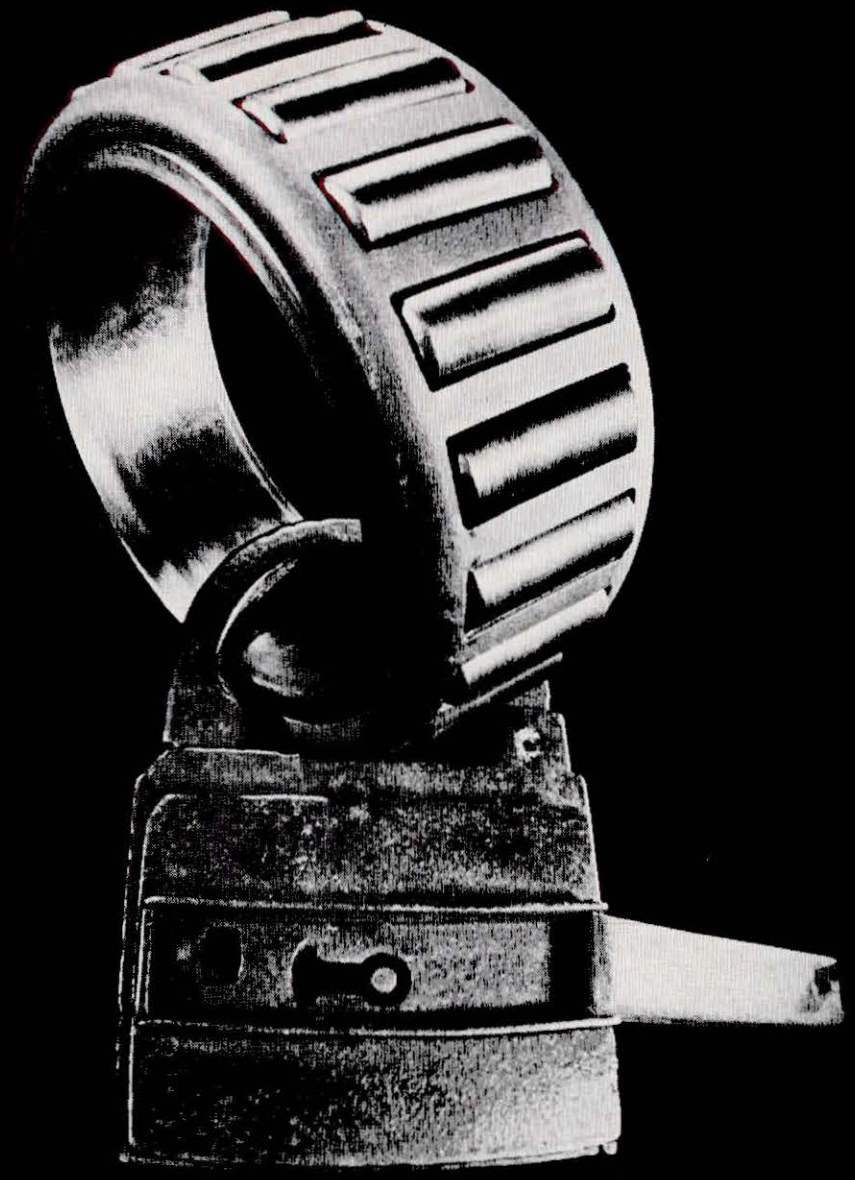
If you think in-terminal means "interminable", try Frisco Quality Control Shipping

Frisco is doing things like scheduling cars instead of just trains, accelerating planning to reduce excessive movement of cars in terminals, utilizing computers to study and report on operations. The result has been a 25% reduction in terminal processing time—a 33% increase in average miles per car per day (that's 50% better than the national average)—and a reduced bad order car ratio 70% better than the national average. Extra benefits you enjoy when you ship Frisco, the Quality Control Railroad.

When your freight goes

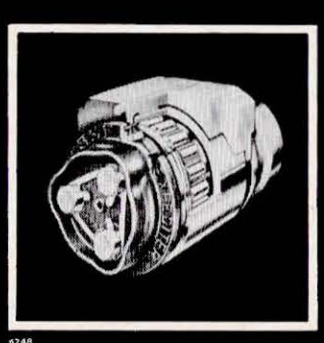
FRISCO

your freight goes!



Locked into replacing whole taper assemblies?

Economize. Replace just the parts you need with SKF cylindricals.



SKF® "Expediter"® cylindrical bearings can be completely disassembled to replace individual parts. One damaged part does not require the replacement of a whole assembly. Part renewal is more economical and part inspection is more thorough. What's more, the problem of checking lateral tolerance is completely eliminated. And bearing life is 20% longer. Ask your Abex representative. Or write for our "Expediter" booklet to:

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WALTER TAFT

WATCHING WASHINGTON

RATE-FREEDOM BID BACK AT ICC— The railroads have taken their bid for more rate-making freedom back to the ICC. The return involves a new approach—suggested by the U.S. Supreme Court's decision upholding the Commission's adverse ruling in the Ingot Molds case (RA, June 24, p. 53). The new approach calls upon the Commission to consider adopting as a general policy what it refused to sanction in Ingot Molds. This, the railroads say, would be in line with what the Supreme Court had in mind. They are supported by DOT.

THE ICC WIN IN COURT— What the Court upheld is the Commission's condemnation of reduced railroad rates published to bid for shipments of ingot molds moving over truck-water routes from Pittsburgh, Pa., to Steelton, Ky. It was considered a good case for appeal to the courts because the Commission had applied its usual fully-distributed-cost test, despite evidence that the water carriers were voluntarily maintaining their proportion of the truck-water rates below their own fully-distributed costs. The railroad position is that comparisons between rates and costs of competing modes are irrelevant, the only proper test being whether a proposed rate exceeds the out-of-pocket costs of the carrier proposing it and is compensatory in the sense that it improves net income.

THE RAILROAD PLEA— Adoption of that position as a Commission policy is what the railroads now seek. Their plea, and DOT's supporting petition, have been filed in the cost-evidence case, No. 34013, which has been pending more than six years. In it, the Commission proposes to give its cost formulas status in competitive-rate cases as *prima facie* proof of what they purport to establish. The case is now before the Commission for decision, oral argument having been heard in June.

REOPENING OF COST CASE SOUGHT— The railroads want the case reopened, so they can develop their rate-freedom position on its record. They rely on parts of the Ingot Molds decision which reflect the Supreme Court's preoccupation with letting the Commission decide No. 34013 before it is required to take a policy position on the cost issue in an individual case. As the railroads read the Court it made "abundantly plain" that the solution of cost questions in Ingot Molds "was temporary, pending consideration of the questions in the broad context" of No. 34013.

New coupler considered by AAR/FRA

Possible improvement of the standard coupler used on rolling stock in North America is the assignment of a joint Government—industry group just organized by the U.S. Department of Transportation and the AAR. Establishment of the Joint Study Group on Advanced Coupling Concepts has been announced by Federal Railroad Administrator A. Scheffer Lang and AAR President Thomas M. Goodfellow.

Both hailed the move as "a significant first step toward developing new train performance criteria to meet emerging demands for more speed, greater freight hauling capacity and service, and improved safety for operating employees." The Group's primary effort will be to explore the possibility of a fully automatic coupling system. The first phase of the study—estimated to take four to six months—will be a cost-benefit evaluation and will include the development of performance specifications and an economic analysis.

● **Forward step.** Lang and Goodfellow agree that development of a fully automatic coupling system would be another major step in improving the efficiency and safety of railroad operations. Two months ago Mac E. Rogers, director of FRA's Bureau of Railroad Safety, indicated that the fully automatic coupler was high on a list of potential DOT research projects (RA, July 1/8, p. 15).

Announcement of the new research stressed the time consuming operation involved in coupling air hoses, a factor discussed in a Railway Age editorial early this year (RA, Jan. 15, p. 38). Actually the problem of automatic brake pipe connectors is one that has been previously studied by the railroad industry at government urging.

In 1929 the train-service brotherhoods, in the interest of safety, petitioned the ICC for mandatory application of automatic train line connectors within five years. The American Railways Association, predecessor of today's AAR, appropriated $100,000 for appraising the devices after conferences with the ICC Bureau of Safety. Seven years' research at Purdue University during the depression produced a recommendation on connectors accepted by the AAR Board of Directors in 1937. No further action was taken and in 1939 the ICC dismissed the case initiated by the unions. ■

This picture is a fake.

(But the story is true.)

The photo is a put-together. Because even though our piggybacks serve the Southwest—we might not find a cactus grove so close to the tracks.

Reading piggybacks regularly not only to the Southwest, but to St. Louis. To Florida. To Minnesota. Even to the West Coast. For customers who like the dependable service Reading gives them.

Going East or West, you can use Reading TOFC. We serve a highly industrial complex on our 1200 miles of routes. Our motor carrier fleet delivers to more than 4700 points at our end, in Pennsylvania, New Jersey and Delaware.

And it's fast. Pickup, consolidation and rail forwarding—all team up to move shipments pronto. Our TOFC delivers to St. Louis or Chicago on the second morning. Dallas on the fourth.

If that sounds fast enough for you, get in touch with your Reading representative.

Reading lines

READING RAILROAD

On-time-delivery is our #1 concern

Circle 24 on coupon page 62

PEOPLE IN THE NEWS

ALTON & SOUTHERN.—Alton & Southern Railway (RA, Aug. 12, p. 7) principal officers are: **D. B. Jenks,** president; **J. P. Gilbert,** vice-president, traffic; **J. M. Butler,** comptroller; **T. L. Brandt,** treasurer; **G. P. Strelinger,** general counsel and secretary; **L. L. Schaltenbrand,** assistant comptroller and assistant treasurer.

D. H. Rettinger named manager of purchases, and **R. E. Rathert,** manager of materials.

CANADIAN NATIONAL-GRAND TRUNK WESTERN.—Effective Sept. 1, **Thomas D. Rogers** named district sales manager, Houston, Tex., to succeed **Jack L. Cooper,** retiring.

CHICAGO & NORTH WESTERN.—William Krucks, director of taxation, elected treasurer, to succeed **Bernard Firestone,** named treasurer of C&NW's parent company, **Northwest Industries, Inc.**

E. A. Burkhardt named assistant general manager-staff, Chicago, to succeed **E. B. Wilson,** resigned (RA, July 22, p. 27).

A. L. Damon named trainmaster Missouri division, Olewein, Iowa.

Francis W. Kreidler named to the newly created position of director of transportation services in the sales and marketing department, Chicago. He was formerly director of equipment and service planning, **Penn Central.**

DOMINION ATLANTIC.—H. J. G. McGinn appointed manager, Kentville, N.S., succeeding **D. W. Alexander,** appointed superintendent, **Canadian Pacific,** Lethbridge, Alta. Mr. McGinn was formerly assistant manager, labor relations, CP, Montreal.

ERIE LACKAWANNA.—Joseph E. Keenan, deputy comptroller, elected comptroller, succeeding **E. S. Root,** who retired July 31 as vice president and comptroller.

Stephen W. Walker appointed assistant to engineer work equipment, Meadville, Pa.

FORT DODGE, DES MOINES & SOUTHERN-DES MOINES & CENTRAL IOWA.—J. W. Alsop appointed assistant vice president and general manager. **W. B. Ellis, Jr.,** general superintendent-motive power; **W. H. Huffman,** chief engineer; **J. J. Johnson,** manager of budgets; **T. G. Swartzlander,** director-intermodal operations; **W. J. Weatherall,** general superintendent-car department all with headquarters at Chicago.

FRISCO.—George E. Bailey, tax counsel, named general solicitor, St. Louis.

GREAT NORTHERN.—Donald H. Dixon named manager, personnel services. Mr. Dixon has been manager of the road's employee suggestion program and he will

Francis W. Kreidler
C&NW

George E. Bailey
Frisco

continue to supervise its activities. **George R. Rekela** appointed editor of the company employee publication, Talking It Over, and the G. N. Newsletter.

S. J. Solga, roadmaster, Interbay, Wash., named assistant superintendent of maintenance, Spokane division, to succeed **W. J. Jerrow,** who retired Aug. 1.

GULF, MOBILE & OHIO.—Karl G. Gottschaldt, assistant vice president—traffic, Mobile, Ala., retired July 31, after 53 years of service. **F. H. Bowers,** freight traffic manager—rates and divisions, appointed general freight traffic manager—rates and divisions. **E. A. Brautigam,** general freight agent, appointed freight traffic manager—rates. **C. L. Marlin** named assistant general freight agent—rates.

ILLINOIS CENTRAL.—Charles S. Catlett, general industrial development representative, named director industrial development.

Buford J. Screws, manager mail, baggage and express, appointed director passenger operations. Mr. Screws who will be responsible for operating functions of commuter and intercity passenger services, will continue to supervise mail, baggage and express operations.

JERSEY CENTRAL.—John P. Ascher, assistant to the general manager, named assistant general manager—transportation, Newark, N. J., with jurisdiction over the road's transportation, safety and security, and medical departments as well as rules examiner. **Theodore M. Welch,** transportation supervisor, appointed superintendent—special services. **Churchill Thompson,** assistant general freight agent—sales and service, named co-ordinator—customer services.

Bernard J. Strongin, division freight agent, Elizabethport, N.J., named manager of freight sales, in charge of sales and services, Newark.

LEHIGH & NEW ENGLAND.—Robert Frederickson elected president and member of the executive committee, succeeding **Perry M. Shoemaker,** retired. Mr. Frederickson is executive assistant, **Jersey Central** and subsidiaries at Newark, N.J., and president and director **Allentown Terminal** and vice president and director, **Central of Pennsylvania.**

LEHIGH VALLEY.—Paul B. Carroll appointed general agent, Albany, N.Y., succeeding **Paul J. Harahan,** resigned.

(*Continued on page 54*)

Why not come along?

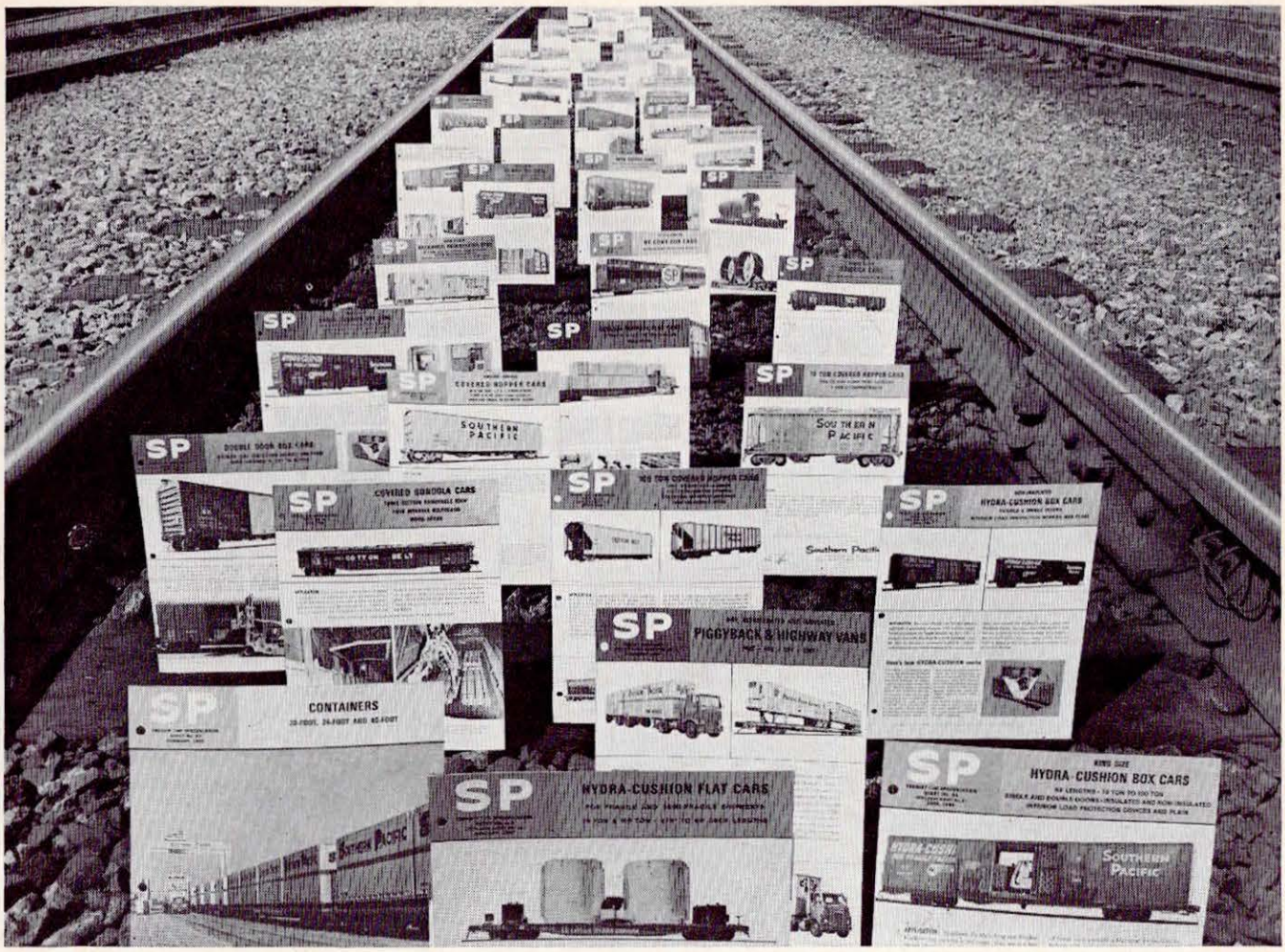
An opportune time to visit South America —to attend the XII Pan American Railway Congress and partake in a general fact-finding tour of Latin-American railways

Here at Railway Age, we are calling it our Pan American Congress Tour. However, in addition to attending sessions of this important meeting in Buenos Aires as delegates, members of the tour will also visit Rio de Janeiro, Sao Paulo, Lima and Bogota.

There will be plenty of opportunity for profitable exchange of ideas and experiences among U.S. railroad men and suppliers and their counterparts abroad.

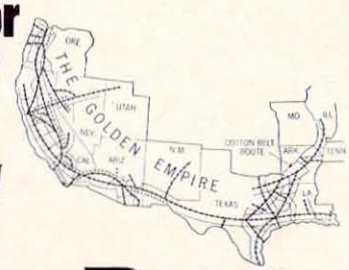
So mark it on your calendar for prime consideration. Remember, it will be springtime in SA. Simultaneous departures from New York and Chicago, November 6th, return, November 23rd. For complete information, please write or phone Robert G. Lewis, Publisher of Railway Age, 30 Church St. New York, N.Y. 10007

Free from SP: freight car "specs" to help you plan shipments efficiently



SP has been building this library of freight car specifications since 1964. It gives you a handy, working reference to nearly every car in the Southern Pacific and Cotton Belt fleets. Each spec sheet refers to a distinct type or class of car. There are 27 spec sheets in all. They give exact inside and outside dimensions. They show capacities in pounds and cubic feet. They describe load protection devices, size of doors, hatches, and outlets, and all other special features you need to know about when planning shipments. Keep a file of these spec sheets in your office. Use them to figure shipping weights and to work out loading arrangements. To get your free spec sheets, just get in touch with your nearest SP representative. Or write on your letterhead to F. E. Kriebel, Vice President—Traffic, 65 Market Street, San Francisco, Calif. 94105.

What's ahead for U.S. railroads? It's what's happening now on



Southern Pacific

Trains • Trucks • Piggyback • Pipelines

Circle 25 on coupon page 62

The train idea in a nutshell:

Time was when it took 1,800 drivers to get 1,800 cars out of Detroit. Bumper hitches cut it to 900 drivers. Trailer trucks cut it to 300 drivers.

Then the railroads put their thinking caps on—and out came new cars, new loading ideas, new marketing ideas—all flowing out of the basic train idea itself.

What is the train idea?

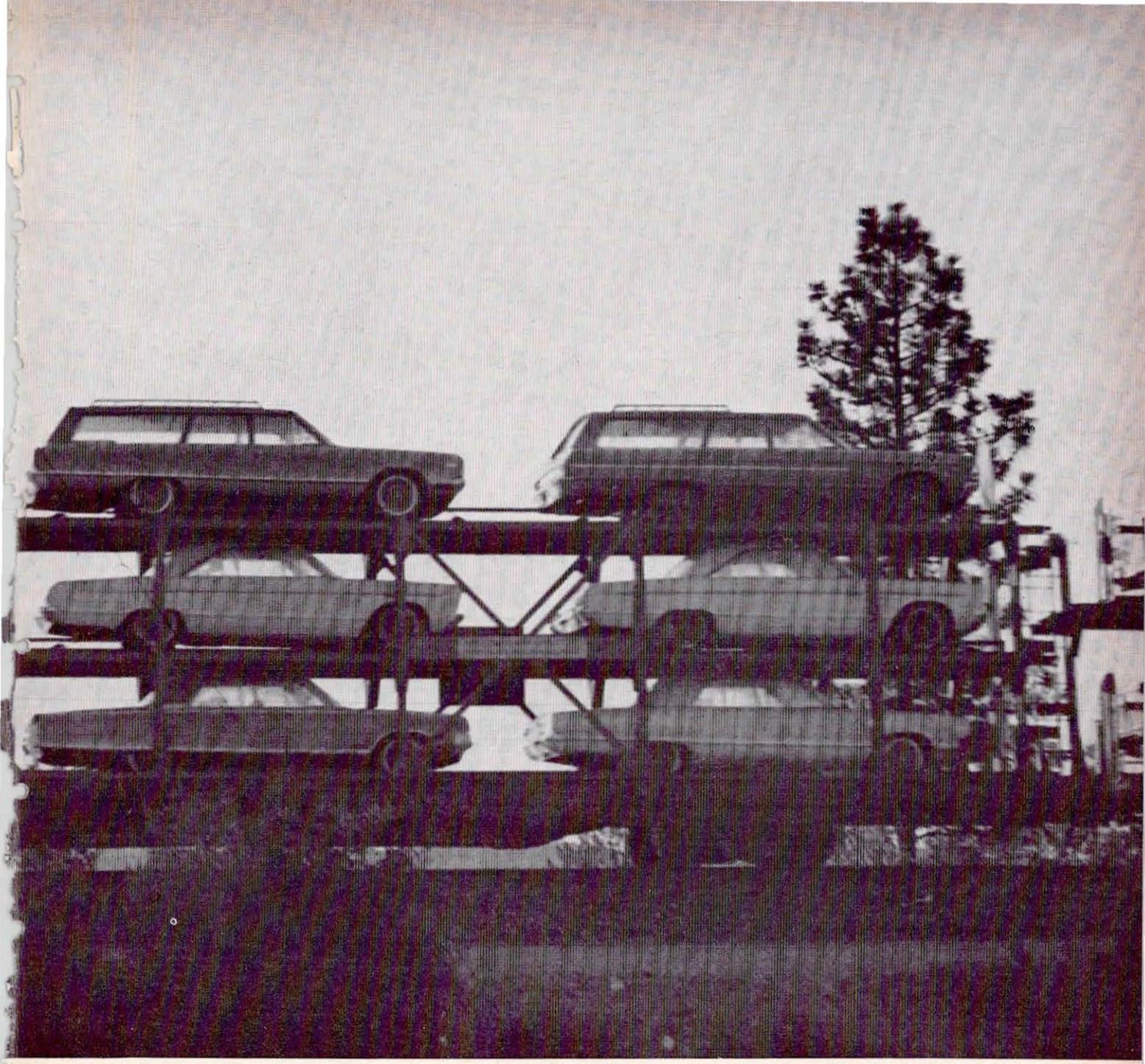
Manpower efficiency: A multiplicity of towed cars, with one "driver" at the controls up front.

Volumetric efficiency: For each cubic inch of displacement, there is only about half as much opportunity for cylinder wall friction in a giant railroad diesel as in a typical truck engine.

Rolling efficiency: nothing travels so easily as a steel wheel rolling on a steel rail.

Aerodynamic efficiency: Every car in a train "runs interference" through the air for the car just behind it.

Guidance efficiency: Scientists struggle to develop



one "driver" for 1,800 cars

guidance systems for cars and trucks (electronic guidelines buried under pavement?). But guided movement is built right into trains with the rails they ride on.

Today, new developments are making the train idea look greater than ever. To giant new unit trains—that stretch out to carry 1,800 or 2,000 automobiles or shiploads of coal or grain—add:

—a broad new spectrum of specialized cars, such as the triple-decker auto rack car above;

—ingenious new maintenance of way machines that do everything but talk;

—new sensory devices, controls, signalling, communication, computerization. These are fast giving a railroad a central nervous system to match its own complexity and potentially fantastic efficiency.

Where do railroaders turn to keep up with all this? To the pages of weekly RAILWAY AGE. What a place to tell them all about *your* ideas for progress!

Be part of the weekly excitement in **RAILWAY AGE** *the transportation weekly*

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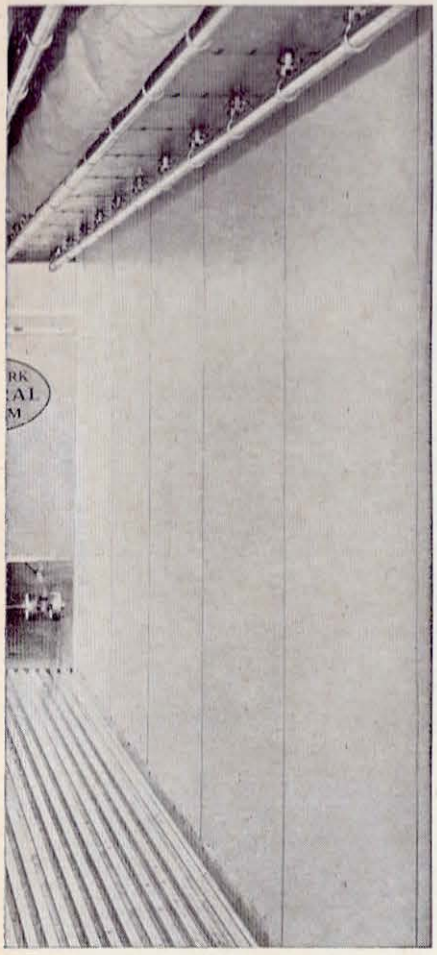

1. SHIPPERS !

Protects YOUR cargo

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Keeps YOUR units in service

High strength, light weight GLASBORD is the best liner for piggyback reefer trailers and containers. ACCEPTED BY M.I.D.

Write for samples and literature kemlite

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Circle 26 on coupon page 62

LOUISVILLE & NASHVILLE.—**Russell Wigginton** named transportation engineer, Louisville. **W. K. Rutledge,** chief tariff clerk, appointed assistant to general freight agent—rates and charges, Louisville.

F. Carey Street, central traffic manager, Louisville, retired Aug. 12 after more than 46 years of service.

MILWAUKEE—**Rudolph N. Edman,** chief statistician, retired Aug. 31.

I. A. MacPhail, sales representative, Vancouver B.C., named district manager of sales, Edmonton, Alta.

MISSOURI PACIFIC.—**R. M. West, Jr.,** trainmaster, Dupo, Ill., transferred to St. Louis. Mr. West's successor is **J. D. Boling,** trainmaster, San Antonio, Tex., who in turn is succeeded by **J. W. Caldwell,** transferred from Houston. **C. A. Peters,** trainmaster, North Little Rock, Ark., replaces Mr. Caldwell, and in turn is replaced by **W. B. Needham. J. W. Brugioni, Jr.,** trainmaster, Monroe, La., transferred to Little Rock, Ark., to replace Mr. Needham. **R. G. Walker** named to succeed Mr. Brugioni. **J. M. Begley** becomes trainmaster, Jefferson City, Mo.

NORFOLK & WESTERN.—**E. A. Manetta,** general manager motive power and equipment, Roanoke, Va., named vice president—personnel, succeeding **William A. Noell,** retiring after 50 years of service. **James A. Parsons,** manager personnel, promoted to assistant vice president—personnel. **C. S. Patton, Jr.,** manager motive power and equipment—car, succeeds Mr. Manetta as general manager motive power and equipment. **R. R. McDaniel,** manager motive power and equipment—locomotive, named manager motive power and equipment—car. **W. A. Grigg,** electrical engineer, promoted to manager motive power and equipment—locomotive. **R. G. Cassidy,** assistant electrical engineer, succeeds Mr. Grigg.

John Ankenbruck named manager, public relations, Western Region, St. Louis. He was formerly with the news staff of the Fort Wayne, Ind., News-Sentinel.

Donald E. Brummitt, director of real estate is retiring.

Vincent B. Howell, manager, system computer oriented operation, appointed manager computer services.

NORFOLK SOUTHERN.—**Royce A. Cornell** appointed district sales manager, Chicago, succeeding **Joseph Morris,** resigned.

PENN CENTRAL.—In a restructuring of the Engineering Department, the following appointments in the Western Region have been announced: **Robert H. Smith, Jr.,** chief regional engineer; **William A. Marx,** regional engineer-maintenance of way; **John N. Hagan,** regional engineer-design and construction; **Frank G. Fotta,** regional engineer-communications and signals; **Walter P. Hendrix,** regional engineer-structures. All are at Chicago.

(*Continued on page 59*)

REALCO Relies on Page for TOFC Dependability

. . . and they get it!

To deliver total service to the National Railroad Trailer Pool, REALCO demands reliable equipment from all their various suppliers.

Like this Page TOFC ramp. It handles all loads with ease; is simple to operate; provides versatile loading positions. REALCO maintains a fleet of over 50 of these ramps available to pool members for piggyback loading.

Shouldn't you, too, demand reliability in your equipment? We can build it to handle your special rail-loading problems. Call or write, and let us show you how we can help.

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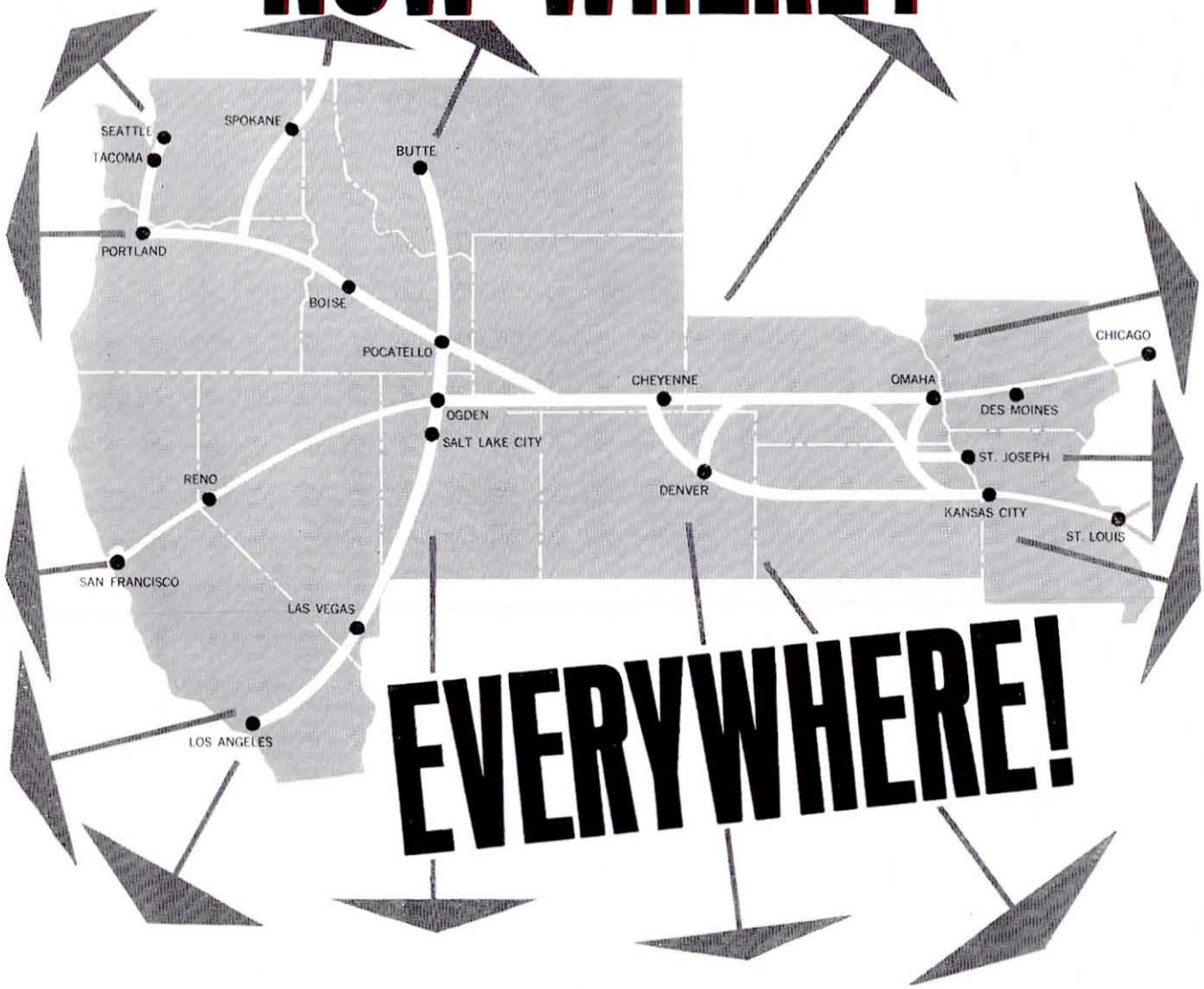

EVERYWHERE!

Total distribution is entirely dependent on total transportation . . . in and out! In the Union Pacific West, U.P. has or can develop the ideal site for your new industrial plant or warehouse expansion. Here, in a very favorable climate — economic and otherwise — you have ideal transportation facilities — by rail, highway, air and deep water connections to the major markets in continental North America . . . and the world.

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Write in complete confidence to
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Union Pacific Railroad
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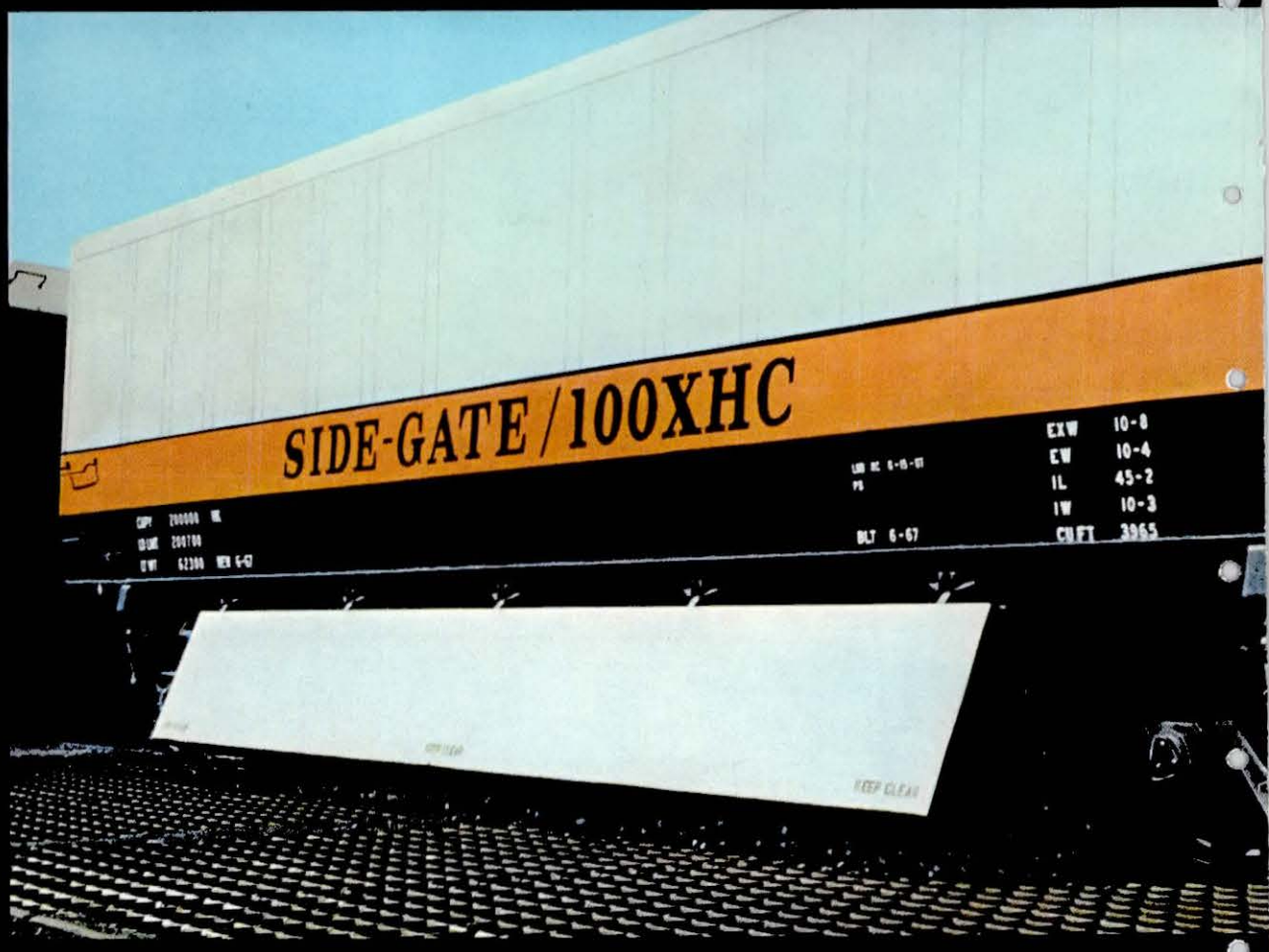
GATEWAY TO AND FROM THE BOOMING WEST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EXW 10-8
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There's probably one other company that could build this car.

The second time.

Developing a side-discharge system that automatically empties a whole coal car in seconds is a problem few carbuilding companies can ably solve.

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Our new Champ Carry Technical Center is more than a showplace of railroad progress. It is a brain center for the carbuilding industry's finest scientists and engineers, whose problem-solving capability is augmented by the most advanced computer technology.

This is the reason Pullman-Standard was first with this revolutionary side-discharge hopper car.

Another company may build it, too. The second time.

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KATY's real estate and industrial experts furnish you facts and figures on sites best suited to your needs. Plus a lot of other material that saves you time and effort. Like photos, maps, area brochures, topographical data and details on utilities and taxes.

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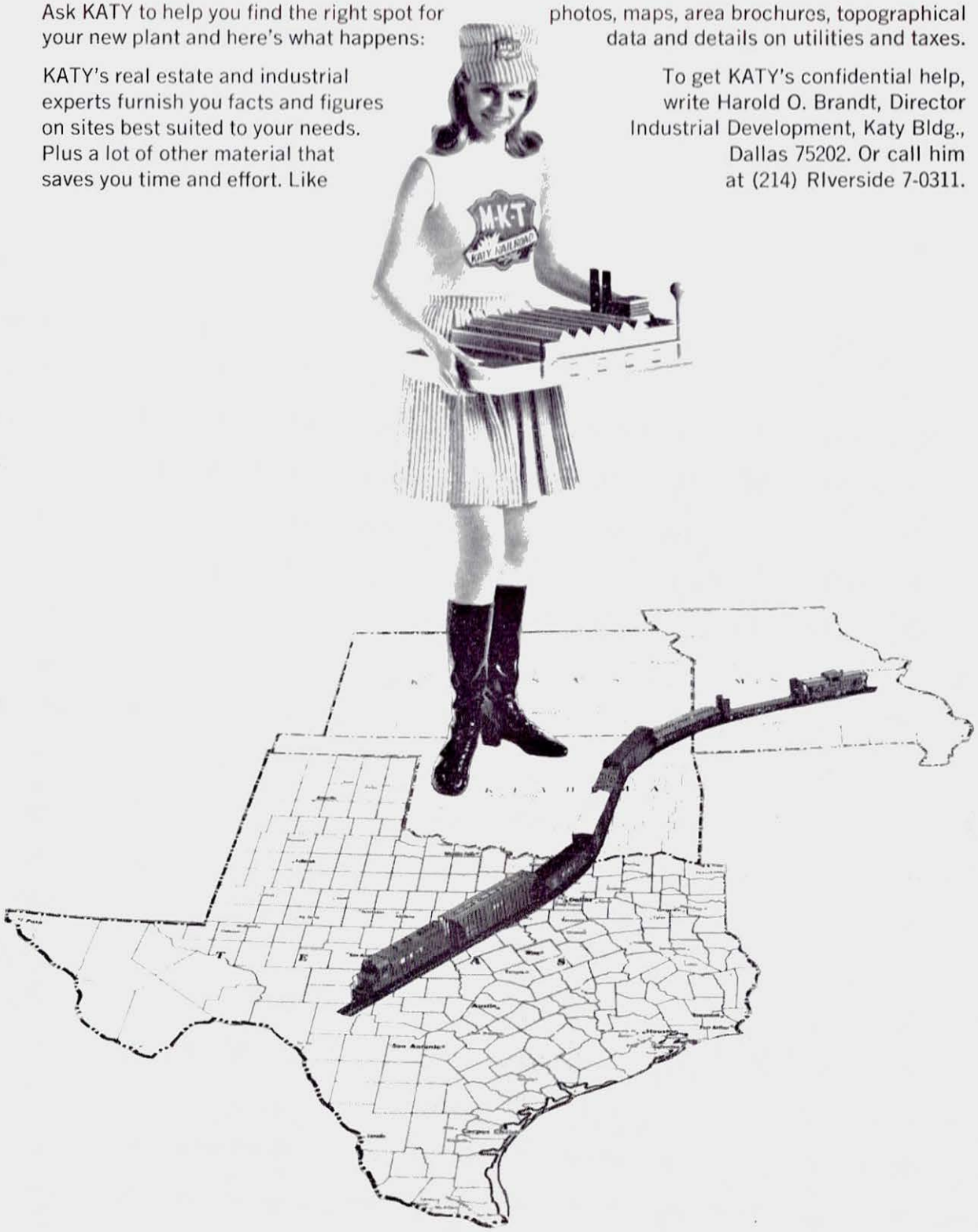

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John F. McGinley
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E. L. Petersen
Santa Fe

Robert N. Hoskins
SCL

(*Continued from page 54*)

John M. McGuigan, general manager, Eastern Region, PC, Philadelphia, announced the following appointments:

M. Bruce Miller, chief regional engineer; **Charles F. Parvin,** regional engineer maintenance of way; **S. George Wintoniak,** regional engineer—design and construction; **John G. Cunningham,** regional engineer—communications and signals; and **John J. Brandimarte,** regional engineer—structures. Mr. Miller was previously division engineer at Fort Wayne Ind.; Mr. Parvin, engineer maintenance of way and structures, Eastern Region, Philadelphia; Mr. Wintoniak, area engineer of structures, system headquarters at Philadelphia; Mr. Cunningham, engineer of communications and signals, Eastern Region, Philadelphia; and Mr. Brandimarte, supervisor of structures, Philadelphia Division, all of the PRR.

George M. Smith, vice president and general manager, Central Region, announced appointments on that region. **Albert S. Barr,** engineer—maintenance of way and signals, named chief regional engineer. **Glenn A. Williams,** area engineer, Pittsburgh, appointed regional engineer—design and construction. **Glenn E. Hartsoe,** division engineer, Pittsburgh, appointed regional engineer—maintenance of way. **Lawrence E. Light,** engineer—communications and signals, appointed regional engineer—communications and signals. **Warren D. Streiff,** area engineer—structures, appointed regional engineer—structures. **Ernest L. Clausing,** senior industrial engineer, Pittsburgh, appointed regional industrial engineer there succeeding **Maynard W. Krug,** named project manager—yard car control, business systems and information services department, Philadelphia.

William H. Tucker joins the PC Sept. 1 as vice president—corporate administration at Philadelphia. He will report directly to Stuart T. Saunders, chairman of the board. Mr. Tucker was a member of the Interstate Commerce Commission for seven years and its chairman in 1967. He has been a partner in the Washington law firm of Saxon Maguire & Tucker since last year.

REA EXPRESS.—Has announced reorganization of its field management forces. **Daniel J. Kerrigan,** assistant vice president—marketing, New York, appointed vice president, Mississippi Valley Region, St. Louis succeeding **Harold J. Kuhns,** appointed project manager for new terminal planning, scheduling and coordination, New York. **Truman T. Moore** appointed vice president, Northeastern Region, New York, succeeding **Robert C. Beans,** who replaces **Joseph A. Papa,** retired, as vice president, Middle Atlantic Region, Philadelphia. The position of vice president—operations, formerly held by Mr. Moore, has been discontinued.

Rodney W. Rice, vice president—systems, New York, appointed vice president—administrative services. **James A. Smith,** director, technical services, appointed vice president—transportation planning.

RICHMOND, FREDERICKSBURG & POTOMAC.—**James D. Doswell,** superintendent, Potomac Yard, Alexandria, Va., appointed general superintendent transportation, Richmond, succeeding **Woodward B. Baugh,** who retires Sept. 1, after 48 years of service. **John F. McGinley,** assistant engineer—signals and communications, succeeds Mr. Doswell as superintendent, Potomac Yard.

SANTA FE.—**E. L. Petersen,** assistant general passenger traffic manager, advanced to general passenger traffic manager, to succeed **Ross E. Chappell,** retiring after more than 47 years of service.

SEABOARD COAST LINE.—**Robert N. Hoskins,** general manager industrial development, appointed assistant vice president—containerization and special projects,

(*Continued on page 64*)

DIFFERENTIAL AIR DUMP CARS

CARRY MORE · WEIGH LESS!

MAINTENANCE OF WAY . . . ideal for ditching, rip-rapping, widening banks, and power shovel work.

REVENUE SERVICE . . . fast economical bulk handling for unit train or fast turn-around applications.

8-second dumping — all-welded construction — sizes to 70 cu. yds.

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MIPCO'S Howard & Gould super-bonding drills offer:

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There is a specific MIPCO drill for your specific bonding requirements —three styles produced of the toughest drill steel and designed to provide reliable performance, longer life, and lower costs.

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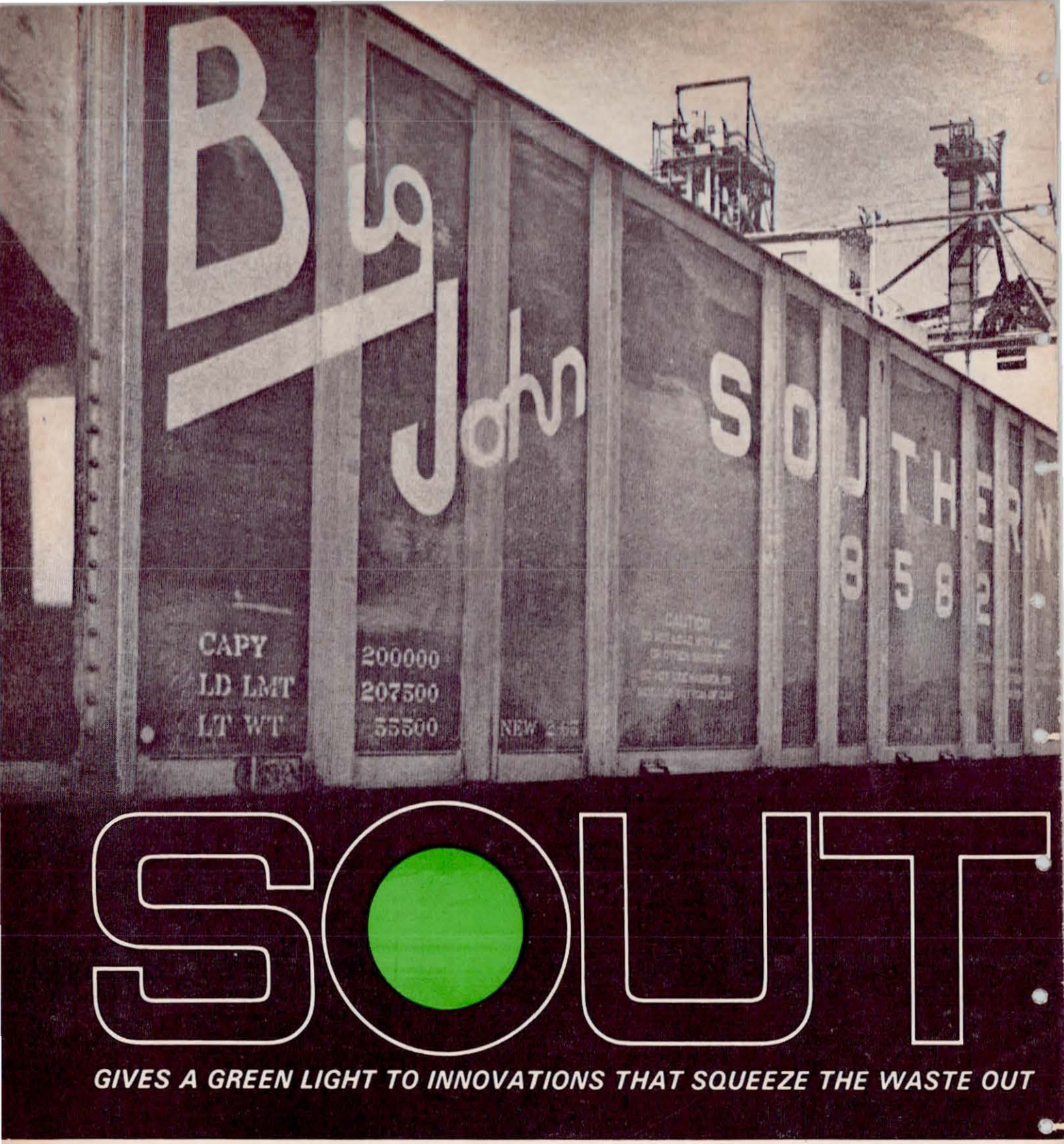

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GIVES A GREEN LIGHT TO INNOVATIONS THAT SQUEEZE THE WASTE OUT

What's so big about "Big John"®?

The BIG new industry it helped create in the South.

"Big John" is a huge covered hopper car designed and built by Southern Railway specifically to slash the cost of shipping grain. And it did just that—by some 60%! These drastically reduced grain freight rates are helping create a predicted billion-dollar-a-year livestock-raising industry in the Southeast. Since our "Big John" rates went into effect in May, 1963, nearly 800 new and enlarged agribusiness developments—feed lots, feed mills, grain elevators, packing

houses—have been established along our lines.

"Big John"—such an important innovation in transportation that a model "Big John" is now on display at the Smithsonian Institution—is one important reason for this billion-dollar-a-year boost to the economy of the South. Our "Big John" cars—more than 1,000 are at work on Southern today—save shippers money and make it profitable to haul grain from the grain-surplus Midwest to the grain-deficit Southeast to feed and fatten livestock there, saving consumers millions of dollars annually.

"Big John" is one of many Southern Railway innovations that are squeezing the waste out of distribution.

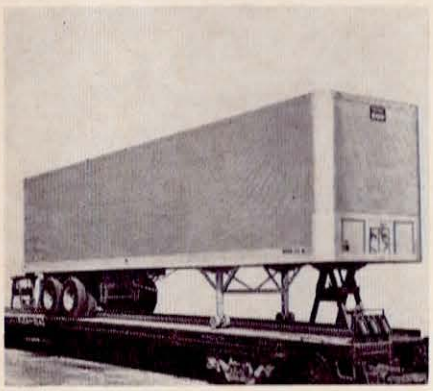
This is our job—to help you squeeze the waste out of *your* distribution. Write or call W. V. Burke, Vice President—Sales, Southern Railway System, P. O. Box 1808, Washington, D. C. 20013; telephone 202/628-4460.

SOUTHERN RAILWAY SR SERVES THE SOUTH

LOOK AHEAD-LOOK SOUTH

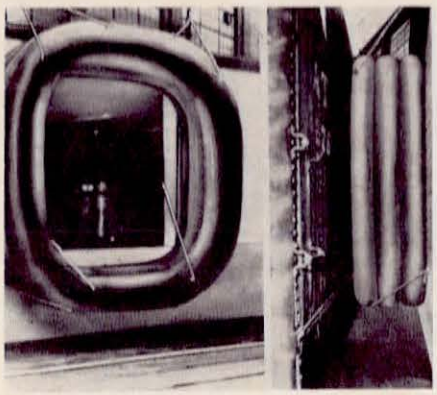
Circle 32 on coupon page 62

NEW PRODUCTS REPORT



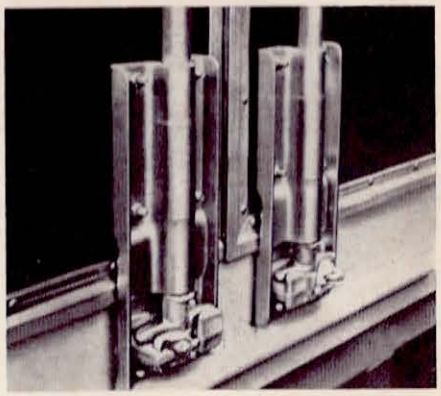
Piggyback trailer (RA-1)

Z-Vans of exterior post and beaded-panel designs incorporate Fruehauf's 5½-in. wide hat-shaped vertical side posts. On beaded panel unit four pairs of 2¼-in. deep, galvanized-steel posts, fastened back to back, are integrated with a 30-in. high reinforced steel bulkhead around nose of unit. Exterior of post model's front wall consists of aluminum panels, six 5½-in. wide posts, and a ¼-in. steel front member extending 6 in. above top of floor. On both models ¾-in. exterior grade plywood bolsters inside front wall, and additional side posts add strength over upper coupler and support areas. A full-width, 4½-in. deep upper coupler with one-piece, ¼-in. top and bottom plates resists coupling impacts from all angles. A ¼-in. Anti-Hook plate at rear of coupler prevents cross-member damage from stanchion coupling. The 1-in. thick plymetal doors have pre-painted aluminum sheet outside, steel sheet inside. Load-bearing floor is 1⅜-in. laminated hardwood. Two 10-ft lift pads on each side of trailer provide fast loading and unloading. *Fruehauf.*



Docking enclosure (RA-2)

Neoprene-coated nylon with double-ply reinforcements forms an air-tight sealed passageway between dock and car when loading and unloading refrigerator cars. The AirLocke enclosure is inflated by low-volume air pressure supplied by a blower mounted inside the building. Should it be struck while in use, air is forced back through the blower, leaving the cover undamaged. The enclosures are designed for door openings to 10 x 10 ft. *O'Neal Tarpaulin Co.*



Trailer lock (RA-3)

The problem of cargo racking against the rear doors of containers and trailers is said to be overcome with the Poz-E-Grip lock which distributes the weight of impact along the entire vertical length of the lock—at the top, by means of a double fork anti-rack gripping mechanism bolted to the header, and, at the bottom, by means of a zero-torque safety latch that distributes stress evenly over two positive holding points. *Eberhard Mfg. Div., Eastern Co.*

Container chassis (RA-4)

Twin-20 Couplable Chassis System and Universal Chassis, of narrow-frame design, are engineered to handle containers with previous style or current USASI and ISO corner fittings. Bayonet-type coupling pins in each chassis permit Twin 20 to be operated as a separate chassis to handle individual 20-ft containers, or coupled into a 40-ft unit to accommodate a 40-ft flat-bottom or tunnel-type container, or two 20-ft containers. Various axle locations are provided on chassis. Mechanisms retract completely into bolsters.

The 40-ft Universal Chassis accommodates 40-ft tunnel-type or flat-bottom containers or two coupled 20-ft containers. It hauls 8½-ft-high tunnel-type containers or 8-ft-high flat-bottom containers without increasing overall load height above 12½ ft. Special front bolster is equipped with dual-position locking pins which, because containers are fastened through lower corner fittings, can be raised or lowered to accommodate container being transported. Twist lock devices fasten containers on both Twin-20 and Universal chassis. *Fruehauf.*

RAILWAY AGE
THE TRANSPORTATION WEEKLY

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. George Johnson)

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PLEASE SEND INFORMATION ABOUT PRODUCTS DESCRIBED ON PAGE 62 MARKED: RA-1 RA-2 RA-3 RA-4

NAME ..... TITLE .....

COMPANY .....

ADDRESS .....

CITY ..... STATE ..... ZIP .....

● Inquiries can be processed only if title and company are shown. 8/26/68

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M. V. "Vic" Schoonover, Market Manager for Food Products, Great Northern Railway

Vic Schoonover spends much of his time in grocery outlets, food processing plants, food warehouses, and in the fields, orchards and packing houses. It's not a hobby. It's part of Vic's job—market manager. He specializes in the physical distribution of food products—only food products—and that includes their care and "comfort" en route to market.

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Ingenuity, innovation and change are the new order here at Great Northern. Vic Schoonover and his colleagues are surely and swiftly changing our business. It's no longer just railroading. Our business is your business, and we want to make it grow.

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GREAT NORTHERN

Robert W. King
SP

Thomas A. Fante
SP

(Continued from page 59)

Richmond. **Ralph C. Williams,** regional sales manager, Rocky Mount, N.C., transferred to Raleigh, succeeding **Granvel E. Huband,** transferred to Miami Fla., to replace **C. H. Battle,** who retired July 31, after more than 48 years of service. **M. Wyatt Thompson,** assistant regional sales manager, Miami, appointed manager of industrial development, Miami, succeeding **Stanley E. Shipp,** appointed assistant regional sales manager, New York.

SOUTHERN.—Harvey H. Bradley, general manager, Transportation, appointed assistant vice president, Atlanta, Ga.

Robert G. Osborne appointed director of real estate development, Atlanta. He previously was associated with the mortgage loan and real estate department, Massachusetts Mutual Life Insurance Co.

SOUTHERN PACIFIC.—Alan D. DeMoss, assistant engineer maintenance of way and structures, named assistant general purchasing agent—system, San Francisco.

John J. Corrigan, assistant general attorney, appointed general attorney, San Francisco.

Robert W. King, public relations manager-Southern California, appointed assistant general public relations manager, San Francisco, to succeed **Stanley T. Moore,** retired (RA, Aug. 12, p. 38). **William G. Phelps,** editor, Southern Pacific news bureau, San Francisco, succeeds Mr. King, with headquarters in Los Angeles. **George Kraus,** special projects coordinator in the public relations office, San Francisco, replaces Mr. Phelps. **Larry S. Stewart** named public relations representative, San Francisco.

Thomas A. Fante appointed vice president and general manager, **Southern Pacific Marine Transport, Inc.,** a subsidiary of **SP,** with headquarters in San Francisco. Mr. Fante was formerly vice president and general manager of another **SP** subsidiary, **Dallas Smith Service Corp.,** Phoenix, Ariz.

UNION PACIFIC.—Three assistant controllers appointed at New York: **Herbert F. Floyd,** corporate accounts and financial analysis; **Everett G. Saytos,** income taxes, and **Kenneth H. Vanderziel,** administration. **P. V. Webb,** assistant controller, New York, retired after 48 years of service. **Eugene A. McAteer,** assistant controller, succeeds Mr. Vanderziel as assistant treasurer. **Ralph G. Webber,** assistant cashier, promoted to cashier, succeeding **A. B. Paulson,** retired after 46 years of service.

INDUSTRIAL TRAFFIC

Richard W. Fitzgerald, assistant to traffic manager, **American Hoist & Derrick Co.,** St. Paul, Minn., has been named acting traffic manager. **Michael Kallas,** traffic manager is on sick leave.

Arthur K. Bernhardt, supervisor, packaging and loading, **Bethlehem Steel Co.,** Sparrows Point, Md., has been appointed to the new position of traffic representative, Bethlehem Plant. He will be assisted by **Robert R. Rogers** and **Louis E. Taglang,** senior traffic assistants, Bethlehem, Pa.

Harold T. Donovan, manager, traffic and transportation, **RCA Electronic Components,** Harrison, N.J., has announced realignment of the traffic and transportation organization. Continuing in their former positions: **J. H. Dick,** manager, administration and services; **M. Panko,** administrator, rates and classification; **F. G. Shinton,** manager, traffic, Lancaster, Pa., Plant; and **L. A. Speciale,** administrator, traffic—distribution centers and solid-state locations. New appointments: **J. J. Eakins,** administrator, traffic—TV picture tubes; **W. S. Grover,** manager, traffic, Scranton, Pa., Plant; **M. M. Hughes,** administrator, loss and damage claims; **J. R. McKevitt,** manager, traffic, Marion, Ind., Plant and **J. F. O'Connor,** administrator, international traffic.

Hayes...for quick shipment of approved

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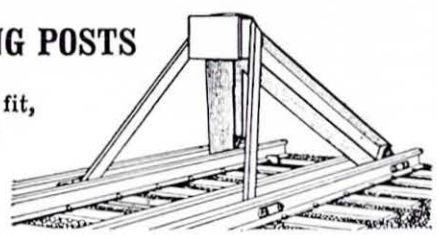
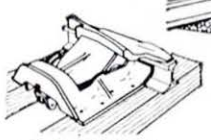
All-Steel,
Universal fit,
Six Types





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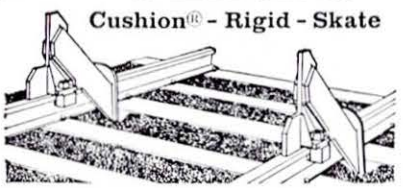
Cushion® - Rigid - Skate



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Specialists since 1903 in side track security

Hayes Track Appliance Co.

RICHMOND, INDIANA 47374

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Shipping to Europe?
We've got your number.

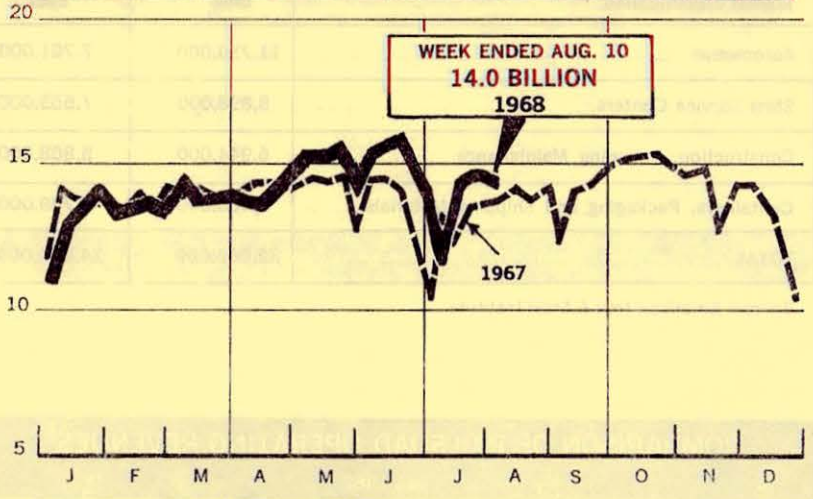
Now here's ours: LOngacre 5-7545

GFR GERMAN FEDERAL RAILROAD
11 West 42nd Street
New York, N.Y. 10036
Joachim Wenzel, General Representative

Circle 35 on coupon page 62

RAIL FREIGHT TRAFFIC TRENDS

BILLION TON-MILES (Estimated)



Source: Association of American Railroads

SHIPMENTS OF RAILROAD STEEL PRODUCTS

(JUNE AND FIRST SIX MONTHS 1968)

	NET TONS			
	June	Per Cent Change	Six Months	Per Cent Change
Rails, trackwork and equipment	89,288	+18.2	568,802	−3.3
Freight and passenger cars and locomotives	196,538	+0.4	1,147,728	−10.5
Street railways and rapid transit systems	6,704	+258.7	36,700	+80.4

Source: American Iron and Steel Institute

*Per Cent change compares 1968 periods with like 1967 periods

Current statistics

Carloadings, revenue freight	
33 wks., 1968	17,208,690
33 wks., 1967	17,074,812
New freight cars on order	
July 1, 1968	17,810
July 1, 1967	30,225
New freight cars delivered	
6 mos., 1968	31,355
6 mos., 1967	47,587
Serviceable cars	
July 1, 1968	1,396,613
July 1, 1967	1,420,402

STEEL SHIPMENTS—FIRST SIX MONTHS
1968-1967

Market Classification	1968	1967
Automotive	11,759,000	7,701,000
Steel Service Centers	8,898,000	7,553,000
Construction, Including Maintenance	6,944,000	5,808,000
Containers, Packaging and Shipping Materials	4,468,000	3,789,000
TOTAL	**32,069,000**	**24,851,000**

Source: American Iron & Steel Institute

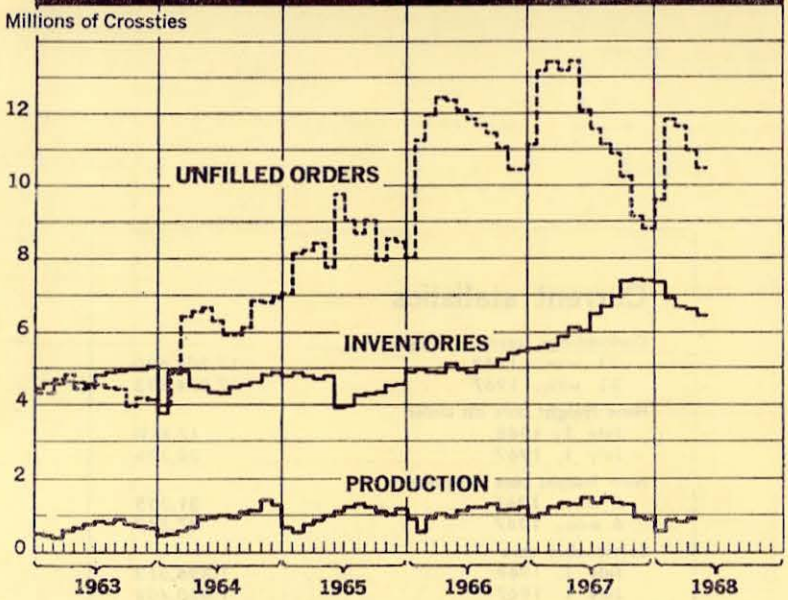
COMPARISON OF RAILROAD OPERATING REVENUES*
1961-1967

RAILROADS	1961	1964	1965	1966	1967	Per Cent Increase 1961-67
Average Five Best	$740,291	$793,679	$827,338	$861,605	$828,166	38.7%
Average Five Worst	$ 12,544	$ 14,509	$ 15,203	$ 15,217	$ 15,671	9.6
Class I	$9,189,138	$9,856,527	$10,207,850	$10,654,666	$10,366,041	12.8

Source: Black & Co., Inc.

* thousands

MONTHLY INVENTORIES, PRODUCTION AND UNFILLED ORDERS OF CROSS TIES THE RAILWAY TIE ASSOCIATION



Two of twelve companies that have been reporting are now merged into another reporting company.

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight in the week ended Aug. 17 totaled 558,523 cars, the Association of American Railroads announced on Aug. 22. This was an increase of 18,312 cars, or 3.4%, compared with the previous week; a decrease of 11,249 cars, or 2.0%, compared with the corresponding week last year; and a decrease of 34,810 cars, or 5.9%, compared with the equivalent 1966 week. Ton-miles generated by carloadings in the week ended Aug. 17 are estimated at 14.5 billion, an increase of 1.7% above the corresponding week of 1967, and 0.2% above the 1966 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Aug. 17

District	1968	1967	1966
Eastern, including Allegheny and Pocahontas	211,815	217,581	236,775
Southern	122,943	115,936	110,314
Total Eastern and Southern Districts	334,758	333,517	347,089
Northwestern	79,494	91,745	95,167
Central Western	106,983	106,541	112,534
Southwestern	37,288	37,969	38,543
Total Western Districts	223,765	236,255	246,244
Total All Roads	558,523	569,772	593,333
Commodities:			
Grain and Grain Products	43,361	52,397	58,183
Livestock	1,035	1,242	1,598
Coal	107,784	114,094	119,614
Coke	6,821	6,807	8,262
Forest Products	42,401	42,676	39,355
Ore	50 843	51,396	57,372
Merchandise l.c.l.	4,135	4,230	6,108
Miscellaneous	302,143	296,930	302,841
Aug. 17	558,523	569,772	593,333
Aug. 10	540,211	553,338	591,545
Aug. 3	554,104	549,740	584,011
July 27	566,058	548,923	592,510
July 20	565,016	484,548	572,535
Cumulative total, 33 weeks	17,767,213	17,644,584	18,572,535
Estimated revenue ton-miles (billions) 33 weeks	474.6	452.6	464.4

PIGGYBACK CARLOADINGS

U. S. piggyback loadings for the week ended Aug. 10 totaled 26,048 cars, carrying 41,983 trailers, compared with 23,076 cars, carrying 38,728 trailers, in the corresponding 1967 week. Loadings for 1968 up to Aug. 10 totaled 804,957 cars, carrying 1,305,641 trailers, compared with 718,170 cars, carrying 1,179,628 trailers, in the corresponding period of 1967.

IN CANADA

Canadian loadings were not available as this issue went to press.

FREIGHT TRAIN CARS

• *Green Bay & Western.*—Will lease 150 50-ft reconstructed box cars from U.S. Railway Equipment, subsidiary of Evans Products, for September delivery.

LOCOMOTIVES

• *Canadian Pacific.*—Ordered eight 3,000-hp locomotives from Montreal Locomotive Works at a cost of $2.9 million with deliveries scheduled for this month. All the units will have MLW's new high-adhesion truck featuring elastic mounts in place of conventional center plates.

• *Long Island.*—Took delivery last week of eight new 2,000-hp Alco Century 420 locomotives. The new units, which cost $235,125 each, were accepted at the railroad's Morris Park Shops by Dr. William J. Ronan, chairman of the Metropolitan Transportation Authority, which controls LIRR, and by LIRR President Frank Aikman, Jr. The locomotives will be assigned to passenger service in the railroad's non-electrified territory on the Port Jefferson, Oyster Bay, Ronkonkoma and Montauk branches.

• *Southern Pacific.*—Ordered 18 SD-39 2,300-hp road switching locomotives (RA, Aug. 19, p. 21) from Electro-Motive for mountain pool and local freight operations. Delivery of the six-motor units is to be completed by early autumn. Among the special features will be extended range dynamic braking and permanent wiring harnesses for automatic diagnostic testing.

CAPITAL EXPENDITURES

• *Soo Line.*—Will acquire 10 diesel-electric units, 446 freight cars and 10 all-steel cabooses in a $10-million 1969 equipment program. Directors authorized acquisition of 200 high-capacity box cars equipped with lading protection devices; 100 gondolas; 50 open-top hopper cars; 50 insulated box cars; 25 covered gondolas; 10 mechanical refrigerator cars; 10 89-ft flat cars; and a prototype car for movement of wet wood chips.

NEW FACILITIES

• *Canadian National.*—Ordered Type J CTC equipment from General Railway Signal. A new control console at Montreal Yard will permit control of 7 locations on the Joliette Subdivision between Gahier and Pointe aux Trembles.

FOREIGN

• *Ferrocarril del Pacifico.*—Mexico's second largest railway system will purchase four main-line diesel locomotives from Alco with proceeds from a just-authorized $941,544 Alliance for Progress credit.

YOU OUGHT TO KNOW

ACF, Williams shareholders to vote on merger

Stockholder meetings of ACF Industries, Inc., and Williams Brothers Co. will be held Sept. 26 to consider the proposed merger of the two companies into ACF Williams Corp. ACF will simultaneously hold its annual meeting, which was deferred from Aug. 29 while details of the merger were being completed. Terms of the merger were approved July 16 by the boards of the two companies.

Seatrain orders four containerships

The trend toward containerization was underscored last week by the announcement that Seatrain Lines, Inc., has placed a $28-million order with Maryland Shipbuilding for the conversion of four reserve fleet C-4s (former troopships) into containerships. Each of the four ships will be enlarged with new 110-ft midbodies to give them a capacity of 480 40-ft containers, more than double the capacity of ships presently used by the line. Seatrain will use the new vessels to expand its Puerto Rico-New York service and also to inaugurate a new California-Hawaii service early in 1969.

Seaway season extended to Dec. 10

Navigation on the St. Lawrence Seaway will be extended to Dec. 10, weather and ice conditions permitting. Following that date, navigation will be on a day-to-day basis until Dec. 15. On that date the St. Lawrence Seaway Development Corp. of the U.S. will begin its lock rehabilitation program. Navigation will be resumed April 7, 1969. The Canadian Seaway Authority will close the Welland Canal on Dec. 22; the Canadian Sault Ste. Marie will close Dec. 15.

From SCL: Guaranteed arrival

Railroad advertising unimaginative? Not Seaboard Coast Line's. SCL's newest ad in its campaign for a bigger share of the New York-to-Florida travel market is a 14-worder: "If you want to go to Miami without a stopover in Havana, call us."

Seminar planned on physical distribution

The 1968 Fall Seminar of the Canadian Association of Physical Distribution Management will be held Oct. 25 at the Skyline Hotel, Montreal. The theme will be "Management Sciences—Applications to Physical Distribution." Further information is available from F. R. LaFlamme, manager, air freight sales, Air Canada, Place Ville Marie, Montreal.

Truck-tonnage index rises over '67 period

The seasonally adjusted monthly index of intercity truck tonnage was 165.1 for June, 1968—up 13.2 points from the 151.9 recorded for June, 1967. The June index this year, however, was down slightly (0.3 points) from the month-earlier figure. The average monthly level of tonnage during the period 1957-59 is taken as 100.

SFI obtains final okay as ATSF holder

Santa Fe Industries, Inc., last week became the official holding company of the Santa Fe Railway after deposit of more than 80% of the outstanding Railway stock in exchange for Industries securities, according to Ernest S. Marsh, board chairman and chief executive officer. The move involved more than 37 million shares held by approximately 137,000 stockholders. The exchange offer first was made June 7.

Employment drops again in July

Class I railroad employment totaled 604,068 in mid-July, a decline of 3.05% from the July 1967 figure according to the ICC's Bureau of Accounts. Biggest decline—10.82%—was in the category of transportation (other than train, engine and yard) employees.

George L. Hudson
Western-Cullen

Frank J. Cullen
Western-Cullen

Alexander A. Wright
Western-Cullen

Jack Sell
Transicold

Dr. Carl R. Garr
ACF

William J. Lyneis
S-B

SUPPLY TRADE

Federal Sign & Signal Corp. has formed the **Western-Cullen Division** following its acquisition of **Western Industries, Inc.** and **Cullen-Friestedt Co.** (RA, Aug. 19, p. 36). **George L. Hudson,** formerly chairman and president of Western, has been named a vice president of Federal to manage the new division. **Frank J. Cullen,** former president of Cullen, has become divisional vice president in charge of marketing. **Alexander A. Wright** has been named to head operations as a divisional vice president. Mr. Wright was formerly executive vice president of Western.

Jack Sell, general sales manager, **Transicold Corp.,** has been elected a vice president.

Dr. Carl R. Garr has been elected vice president of research and development, **ACF Industries,** New York. He had been corporate director of research and development.

William J. Lyneis has joined the railway, marine and Plant Location sale staff of **Simmons-Boardman Publishing Corp.,** as district manager, Western Region, at Chicago. Mr. Lyneis was formerly with Conover Mast Publications.

Ron M. Giallonardo, district manager, Pittsburgh, has been promoted to regional sales manager there.

Charles A. Collins has been named market manager—transportation, Metal Processing Department, **Pennsalt Chemicals Corp.,** Philadelphia.

Railway Automated Machinery Co. has moved its headquarters offices from 164 W. Jackson Blvd., Chicago, to 201 N. Wells St., Chicago.

J. Samuel Keller has been named administrative assistant to the vice president, **Rail and Transit Division, Vapor Corp. Grant W. Pearson** has been appointed sales engineer for the **Industrial Control Systems Section** of the **Rail and Transit Division.**

F. Thiell Sampson has been named western sales manager, **Railroad Division, The Kerite Co.** Mr. Sampson, who has been assistant western manager, will continue to make his headquarters at Chicago. **John B. Fleer,** sales representative, has been appointed assistant sales manager of the division, Chicago.

E. F. Gladwell and **Allen A. Crone, Buffalo Brake Beam Co.,** have retired after 48 and 44 years of service respectively.

Robert R. Young has been named manager of the new Ports, Terminals, and Cargo Systems Department, **Kaiser Engineers,** Oakland, Calif. Mr. Young was formerly project manager.

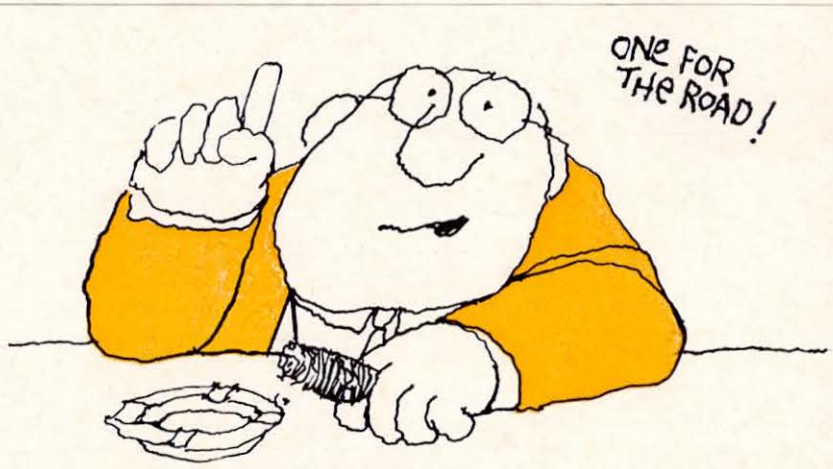
M. L. Morrison, executive vice president, **Morrison Railway Supply Corp.,** Buffalo, N.Y., has been elected president. **R. L. Morrison, Jr.,** vice president, named chairman of the board. **S. Feldman,** vice president and treasurer, named executive vice president. Other appointments: **E. B. Heller,** vice president, Railway Car Division; **H. C. Switzgable,** vice president, Railway Service Division; **J. DeLamater,** vice president, Rail Products Division; **G. Smith,** vice president, Pittsburgh Region of Metalweld Process Division; and **P. L. Mattey,** assistant sales manager, Railway Car Division.

Fred W. Genger, special accounts manager, **National Castings Division, Midland-Ross Corp.,** Cleveland, has been appointed sales manager, St. Louis office.

OBITUARY

Harvey R. Nelson, 67, retired assistant to the president, **Chicago & Eastern Illinois,** died Aug. 15 in Evanston Hospital, Evanston, Ill.

Steven Pentek, 59, general purchasing agent, **Burlington,** died Aug. 3 in Aurora, Ill.



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Circle 36 on coupon page 62

Frisco reduces fires on line

(Continued from page 41)

the air supply for combustion.

The lubricant itself is compounded to minimize formation of carbon deposits: "It acts as an inhibitor and retards oxidation and corrosion, improves combustion, reduces carbon, varnish and sludge deposits and improves lubricity of the diesel power assembly. . . . Although it is not positively proved at this time, all tests indicate that the lubrication injection system will also result in longer diesel power-assembly life."

● **Spend—and save.** Installation of the lubricant systems has saved far more than its cost. And improvement in the fire-claim record has been system-wide. In the comparison of 14-month periods during which total claim payments dropped from more than $440,000 to less than $38,000:

—Southwestern Division payments went from more than $220,000 to a bit more than $20,000. Claims paid dropped from 436 to 70.

—Eastern Division payments fell from more than $202,000 to $16,200. Claims paid totaled 410 in the first test period, 63 in the second.

—Southern Division payments dropped from $18,000 to less than $1,500. And the number of claims paid fell from 38 to five.

So, Frisco winds up with (1) much lower claim costs, (2) fewer dissatisfied neighbors along the right-of-way, and (3) another good example of inter-department cooperation in battling a mutual problem. Is it, after all, an M/W job to see that burnable growth along the line is kept at a minimum, and an M/E job to see that motive power doesn't play an incendiary role. And, as one of Frisco's top M/W people phrases it, "there has been a decided improvement in fire claims due to the work of the mechanical department in spark retarders and the upper-cylinder lubricant application—which in the future will tend to give us much relief in all of the critical areas." ■

LETTERS FROM READERS

The human element

Cleveland, Ohio

To the Editor:

Computerization of railcar tracing appears to have been given the green light by most everyone except the people charged with the responsibility of advising the consignee that his car left town on "X" day at "X" time on "X" train number.

Once upon a time, this information was available to the extent that a person would even go so far as to advise that the car was bad order, would be off the rip at "X" hours and would make "X" train. These good people are gone.

Try this on a computer.

A Traffic Manager

Study LOCOMOTIVE ELECTRICAL EQUIPMENT MAINTENANCE in spare time at home

"Joe" is the one who usually comes up with the right answer when there is a problem, so he's the man the other fellows respect. Even if that knowledge doesn't always show in Joe's pay check, it gives him a lot of satisfaction and personal pride. And who can put a dollar value on that?

You can be such a man by taking this two-year course for mechanical department employees who would like to know more about locomotive electrical equipment maintenance and repair. Two lessons a month, in simple, non-technical language, guide you swiftly to a better working knowledge of the subject. Your lessons are graded by instructors who give individual, personalized advice as needed. The cost is low and payable in monthly installments. For full information, return coupon.

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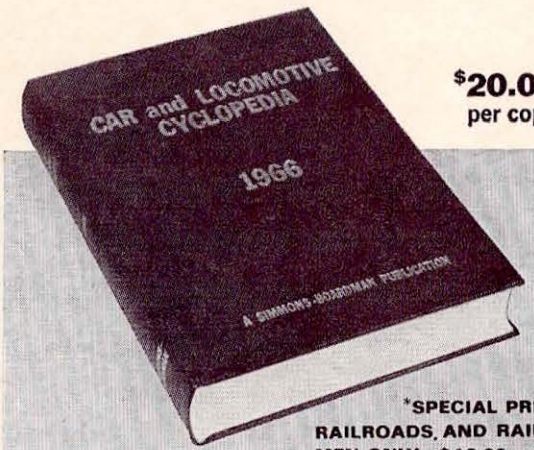

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VIEWPOINT

Can shippers pinpoint their car needs?

Four times a year, the 13 Regional Shippers Advisory Boards ask their members how many freight cars they figure they will need in the coming quarter—and what commodities they propose to load in these cars. The totals, broken down by district and commodity, are then passed along to the railroads.

In June, for example, shippers in the Mid-West estimated that they would require only 744,624 cars in the quarter starting in July —a decline of 1.1% from the corresponding 1967 period. Pacific Coast shippers, on the other hand, said they would need 317,998 cars—an increase of 14.4%. All told, the 13 boards estimated they would load 1.8% more cars in third quarter '68 than in third quarter '67.

This information is of obvious value to railroads. It tells them, roughly, where cars will be needed; and, again roughly, what kind of cars will be required.

The operative word is "roughly." Wouldn't these forecasts be a lot more valuable if the shippers could pinpoint more precisely what kind of equipment they will need?

One railroad traffic man notes: "The present method of forecasting may have been all right 25 years ago, when, for example, all grain and all merchandise moved in box cars—but today a large portion of grain traffic moves in covered hoppers, and much merchandise moves in piggyback."

There are numerous other items whose equipment requirements have changed over the years—lumber, steel, all kinds of bulk commodities.

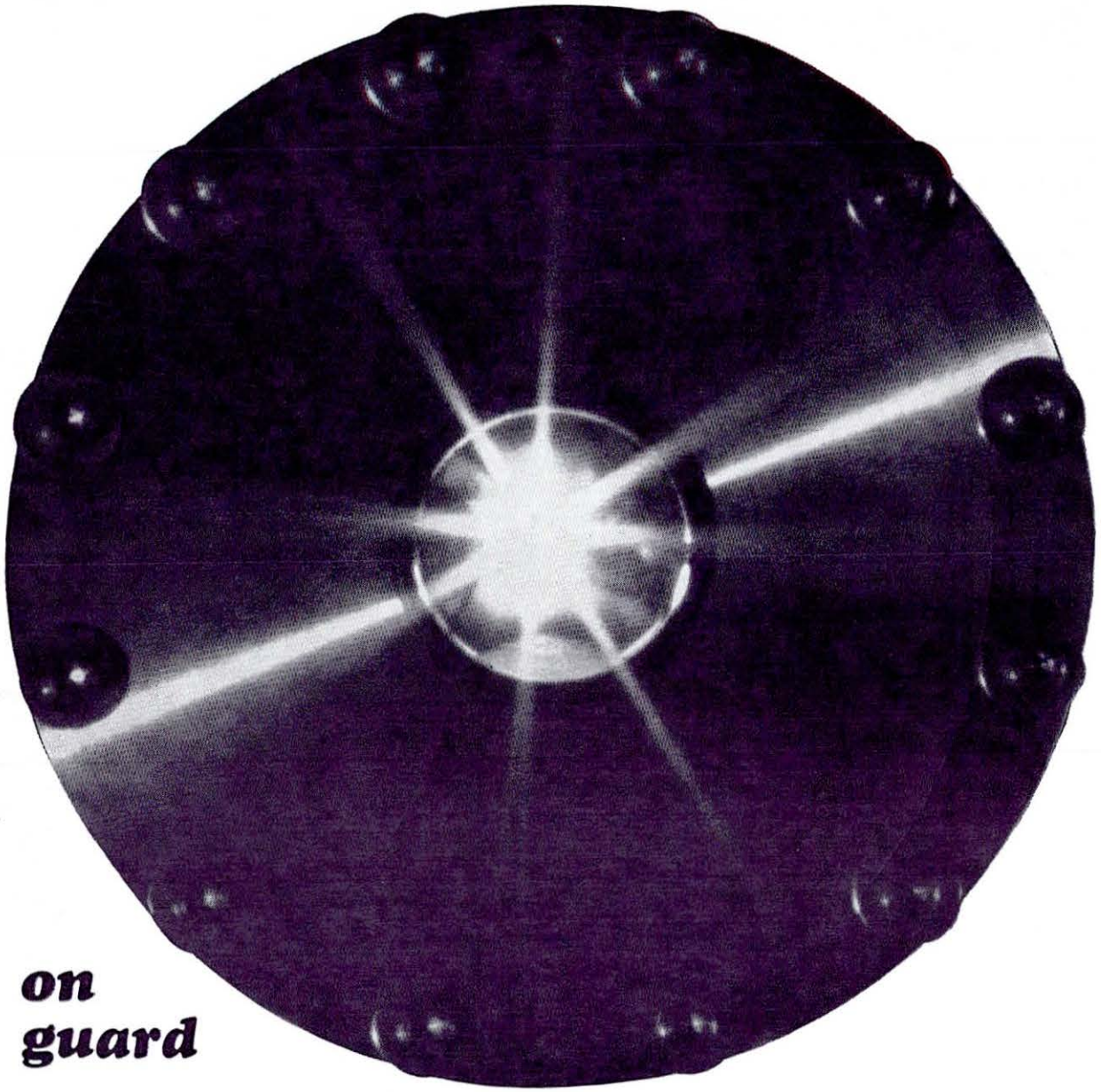
ITEM NO.	ADVISORY BOARD CLASSIFICATION COMMODITY	ATLANTIC STATES BOARD TERRITORY N. J. JORDAN, PRESIDENT CARLOADINGS ACTUAL 1967	ESTIMATED 1968	ESTIMATED INCR. %	ESTIMATED DECR. %
1	Grain, All	3,245	4,832	48.9	
2	Flour, Meal & Other Mill Products	10,516	10,274		2.3
3	Hay, Straw & Alfalfa	142	142	-	-
4	Cotton	8	8		-
5	[illegible]				

PRESENT FORECASTS: Helpful—but are they really adequate?

At a time when railroads have more types of freight cars than Heinz has varieties, it would seem to be eminently sensible to have shippers state the specific kind of car for which they anticipate a need. Wouldn't it also be helpful to have an estimate of the length of haul? To move 100 cars from New York to San Francisco requires three times as many car days as moving the same number from New York to Chicago. Car capacity is still another factor.

An objection raised in the past has been that any change in the present method of forecasting would not permit comparison with previous years. In this case, why not continue with the present type of forecast, and simply tack on the new information?

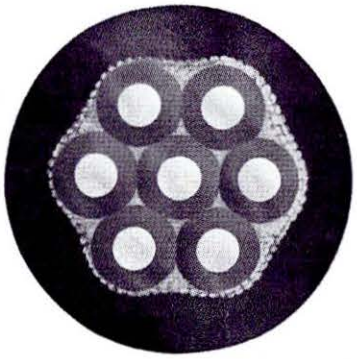
Shippers—as well as carriers—stand to benefit.



on guard

This is an end view of the source chamber section of a mass spectrometer. The instrument identifies and counts the isotopes in analyzing samples of atomic fuels. White heat reduces the samples to an ionized gas. Measurement of the beam's intensity indicates the quality of the fuel. Specially engineered cladding provides the very utmost in protection.

Below is an end view of a Kerite cable. Specially clad and specially engineered, it provides the protection for the electrical integrity of the cables needed in nuclear power plants . . . against radiation, high temperature, and fire. Nuclear plants can count on Kerite cable today because Kerite research, augmented by many decades of field performance, anticipated their needs. Kerite research and experience are your best assurance of cable performance tomorrow. The Kerite Company • Principal Offices: New York, Chicago, Seymour, Connecticut • Sales Representation Throughout the United States.



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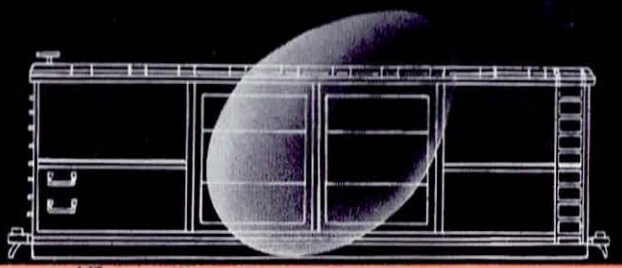

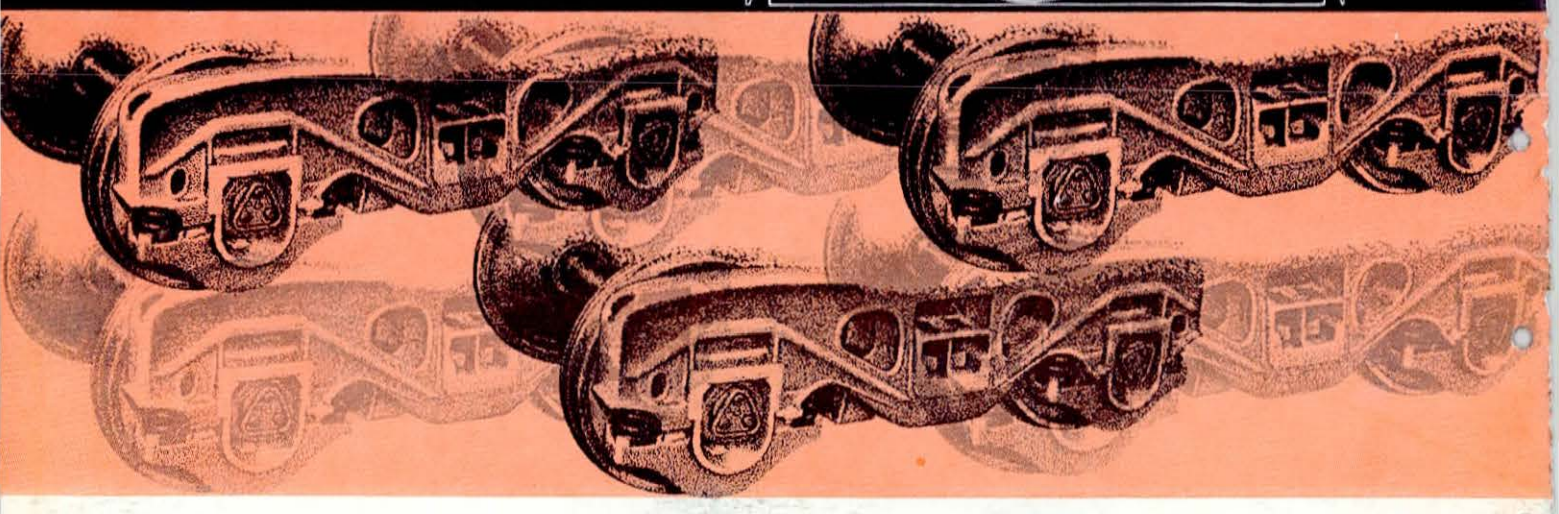

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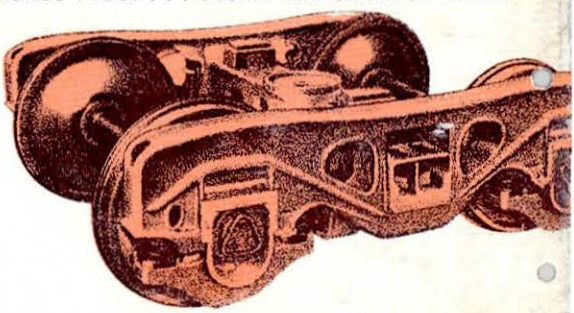
to reduce shocks and protect fragile lading

Symington's high strength high speed XL-70 Trucks are ESP* engineered to control lateral and vertical shocks, reduce unsprung weight and provide a cushioned, joltless ride for fragile fast freight. No matter what kind of track; tangent, curved, up-grade, down-grade—the XL-70 won't transmit high "G" loads even on the roughest grade crossings.

More shock free rides for everything from eggs and chickens, to livestock, to automobiles and radar equipment—and that means more damage free lading. The Symington XL-70 does more than hold its own in heavy duty, day-in, day-out operation. It is service designed, to significantly reduce—to actually dampen —the effect of damaging shock forces on lading as well as car structure. Harmonic spring build-up is eliminated for a safer, softer ride. "XL" High Speed Trucks have Performance Proof . . . *over A Million Miles Worth!*



Symington Wayne
transportation equipment division
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